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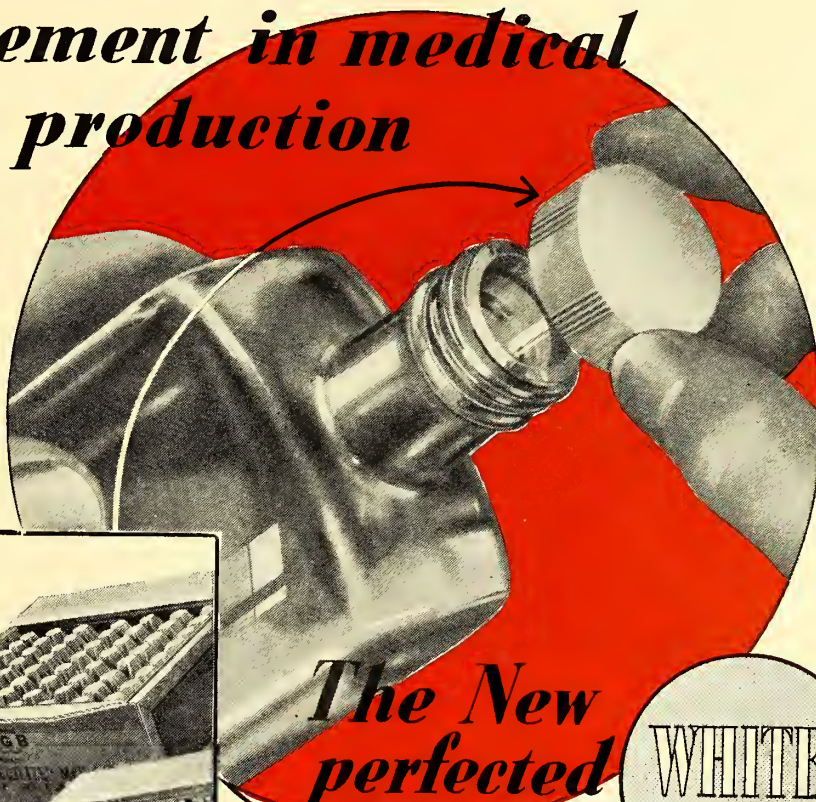
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VOL. CXXIX

OCTOBER 8, 1938

Annual Subscription (with
Diary) 20/- Single Copies 9d.

*Another scientific
achievement in medical
bottle production*

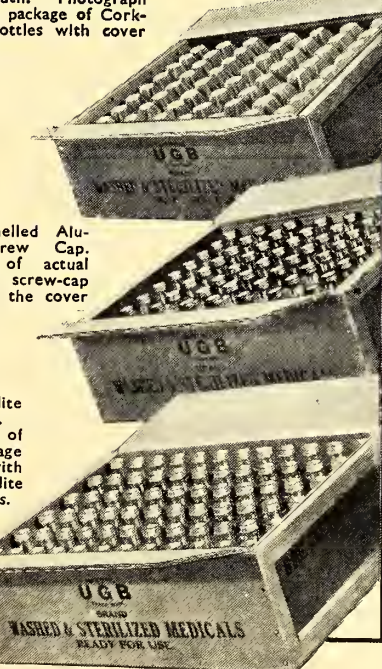


WHITE
Cap

Cork Mouth. Photograph
of actual package of Cork-
mouth bottles with cover
removed.

White Enamelled Alu-
minium Screw Cap. Photograph
of actual
package of screw-cap
bottles with the cover
removed.

White Korkalite
Moulded Cap.
Photograph
of actual
package of
bottles with
White Korkalite
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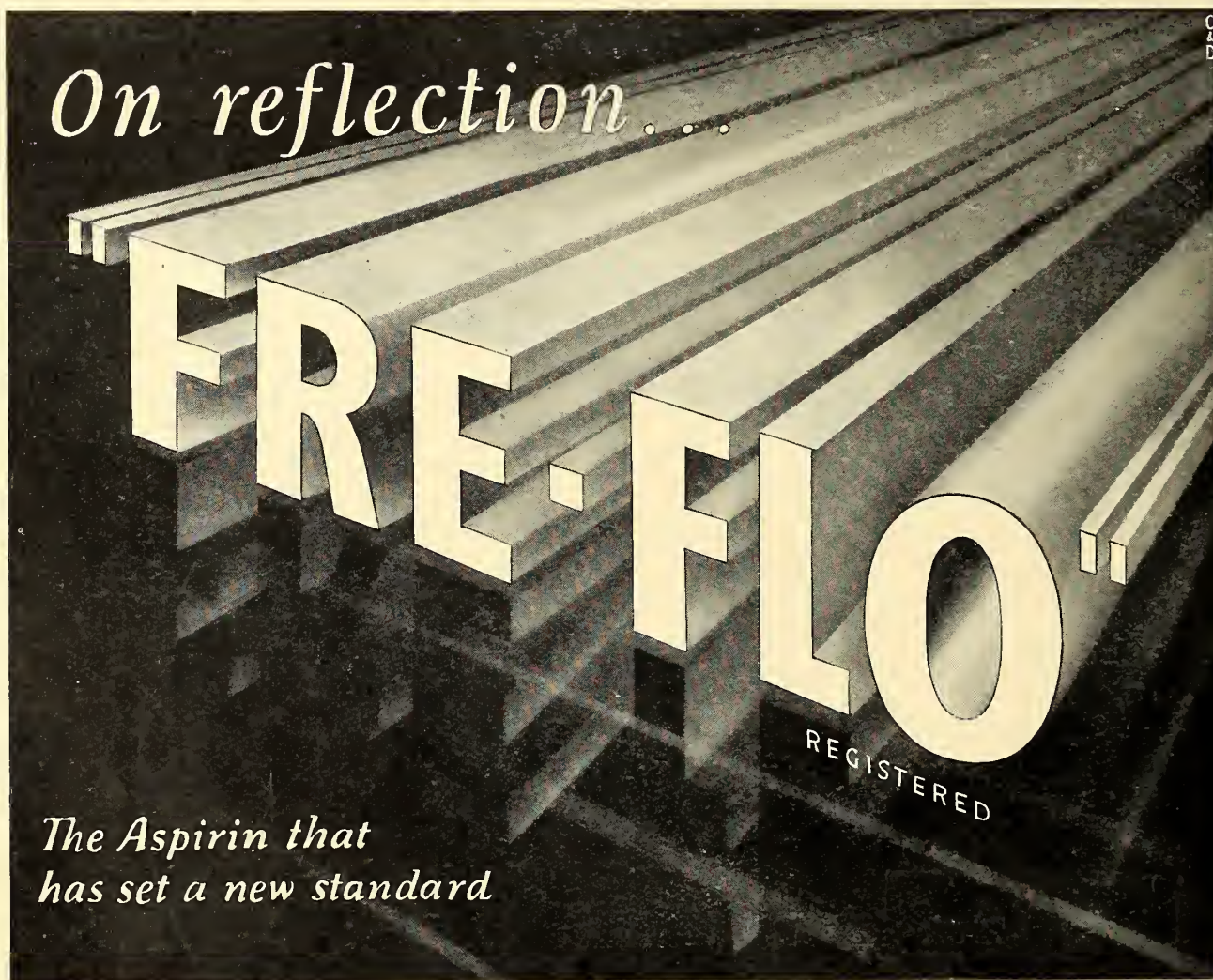
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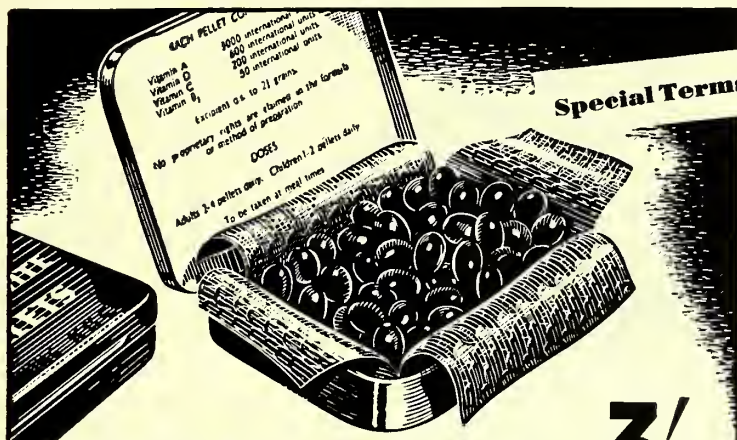
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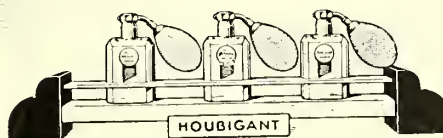
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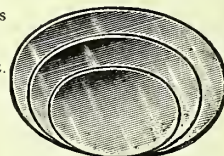


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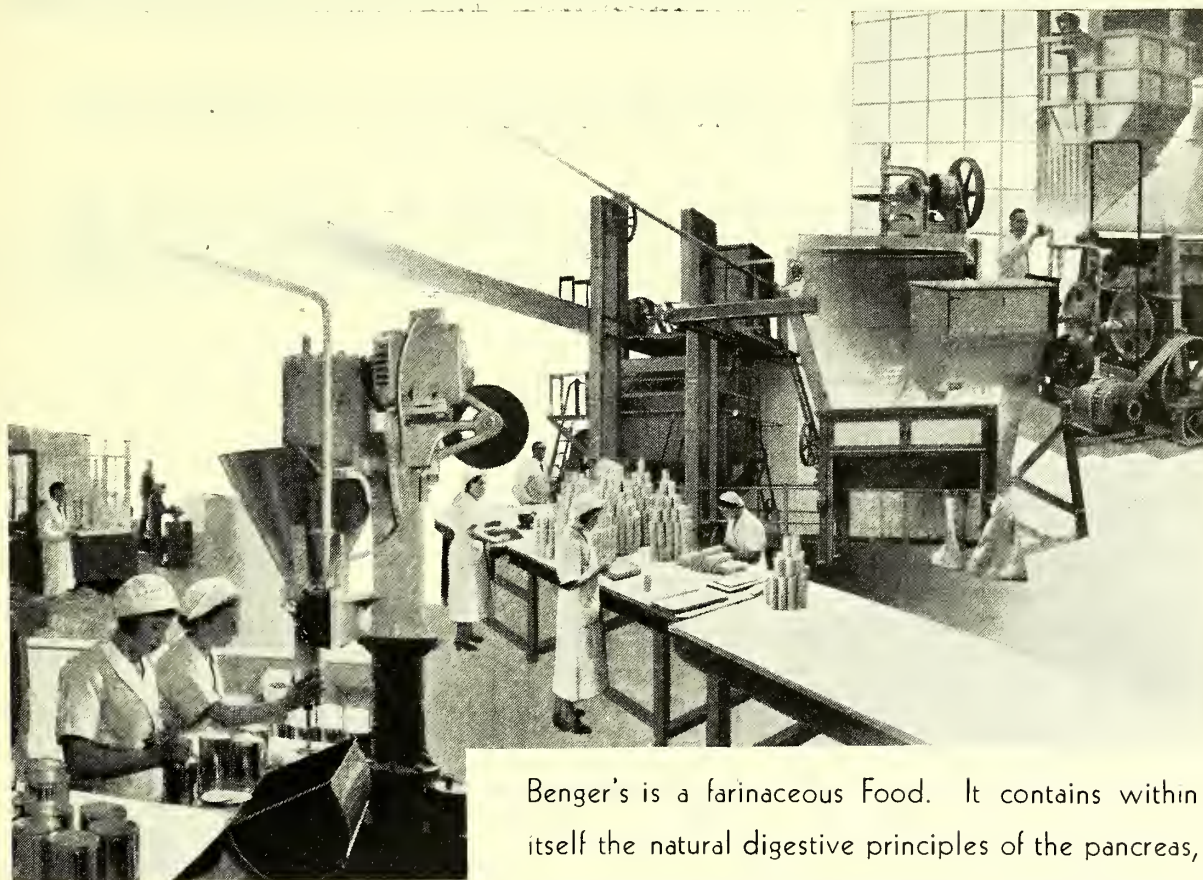
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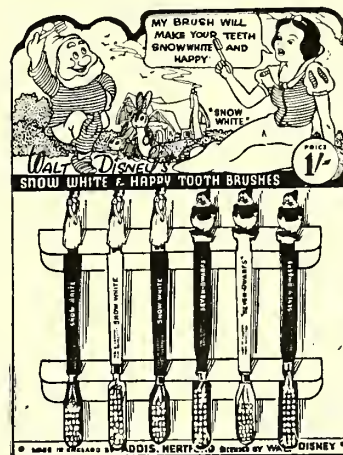
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SNOW-WHITE AND THE SEVEN DWARFS

SNOW-WHITE AND HAPPY *Character Toothbrushes*

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No. 1 4/- Each 32/- per Doz.
No. 2 5/- Each 40/- per Doz.

"STUBBY" Series of selected Pure Badger, White
Handles with coloured bases :

No. 1 12/6 Each 100/- per Doz.
No. 2 15/6 Each 122/- per Doz.
No. 3 20/- Each 160/- per Doz.

"SUBRUSCO" (regd.) Pure Badger BRUSHES

GREY			MEDIUM			BEST			SUPER (SILVER TIP)		
	Retail Each	Trade Per Doz.		Retail Each	Trade Per Doz.		Retail Each	Trade Per Doz.		Retail Each	Trade Per Doz.
C1	4/-	32/-	M1	5/6	43/-	B1	6/-	47/-	S1	6/6	52/-
C2	4/9	38/-	M2	6/3	50/-	B2	7/3	57/-	S2	8/6	68/-
C3	5/9	45/-	M3	7/6	59/-	B3	9/-	71/-	S3	10/6	83/-
C4	6/6	52/-	M4	8/11	71/-	B4	10/6	83/-	S4	12/3	98/-
C5	7/9	61/-	M5	10/3	81/-	B5	12/3	98/-	S5	14/6	116/-
C6	8/11	71/-	M6	11/6	92/-	B6	14/9	117/-	S6	17/9	142/-
C7	10/3	81/-	M7	13/-	104/-	B7	17/3	137/-	S7	20/-	160/-
C8	11/6	92/-	M8	15/-	119/-	B8	19/3	154/-	S8	22/6	180/-
						B9	21/3	170/-	S9	25/9	206/-
						B10	24/3	193/-	S10	29/-	231/-
						B11	27/6	219/-	S11	32/3	257/-
						B12	30/6	244/-	S12	35/3	282/-

SPECIAL BONUS

Until November 15th we
offer a bonus of 8 1/3%
(= 13 to doz.) on Orders
for £3.

FORSTER BRUSHES Limited

Makers of fine quality British shaving brushes since 1840

15 HATTON WALL, HATTON GARDEN, London, E.C.1

ESTABLISHED 1840

Telephone : CHAncery 8631

Telegrams : "Subrusco, Smith, London"

Cables : "Subrusco, Lond."

DISPLAY THESE CHRISTMAS PACKS

BY Erasmic

...they sell themselves!



A charming casket containing the famous Erasmic Shaving Stick in its blue and gold airtight container and a standard size bottle of Liquid Brilliantine (spirituous).

Sure of a big sale!

Ref. No. 3811.

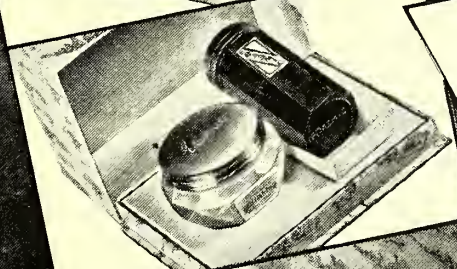
Retail price **2/-**



This casket contains two half-size tablets of Peerless Soap and a dainty flask of Peerless Perfume.

Ref. No. 3802.

Retail price **1/6**



For men who prefer solid brilliantine, this casket contains a crystal jar of Concrete Brilliantine and an Erasmic Shaving Stick in the blue container with gold-embossed holder top.

Ref. No. 3813.

Retail price **2/3**

Generous size flasks of Old London Lavender Water and Eau de Cologne, packed in a delightful casket.

Ref. No. 3809. Retail price **1/6**

Give pride of place to Erasmic Christmas Caskets in your displays this year — Christmas shoppers can't resist these gaily decorated packs. The Erasmic Christmas catalogue contains a fine selection of gift cases for men and women, to suit every taste and purse. Always popular because of their wonderful quality, Erasmic products will be in greater demand than ever this year.

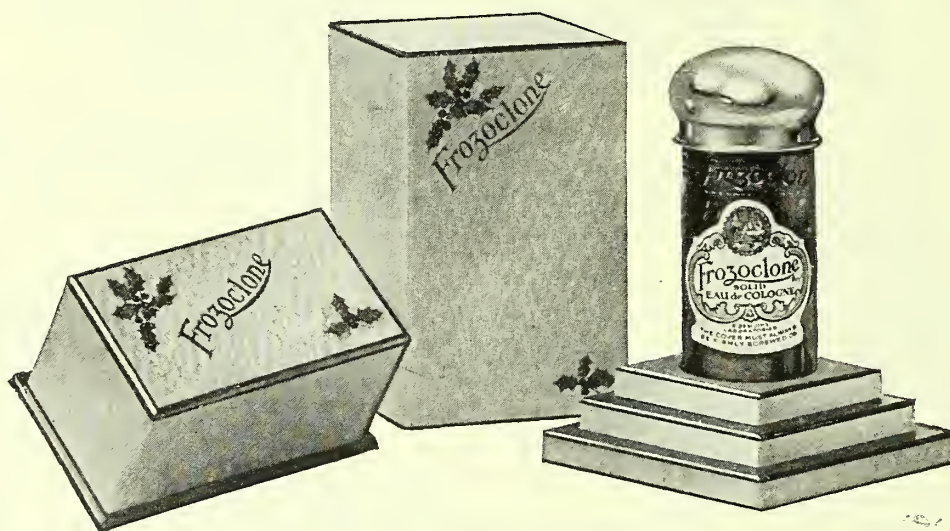
★ Fully illustrated catalogue sent post free on application

Frozoclone

REGD.

the Original

Solid Eau de Cologne



Xmas Pack

Illustrating the elegant Xmas Presentation Boxes in cream basket weave paper edged with gold and covered with attractive holly patterned cellophane. Supplied FREE with both the large and small bottles of Frozoclone, also the "IVORETTES."

Order early as the quantity is limited and cannot be repeated.

Large Size Bottles	3/6 . . . 28/- per doz.
Small ,, ,,	2/- . . . 16/- ,, ,,
"Ivorettes" <small>Specially designed for the Handbag</small>	2/- . . . 16/- ,, ,,

R. DEMUTH'S LABORATORIES

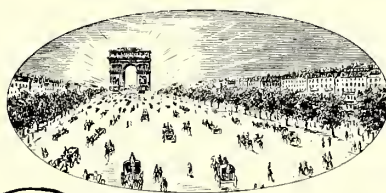
68 Salusbury Road, Montrose Avenue, N.W.6 Phone: Maida Vale 5340

PRESTIGE

*I*f a man is known by the company he keeps, a retailer is known by the products he sells.

Guerlain Soaps and Perfumes, recognized throughout the world for over a century as the finest that exist, lend their prestige to any shop that sells them.

If you handle Guerlain Products, your customers will know you have respect for quality — and consequently, they will have respect for you.



Guerlain
Established since 1828

SAVILLE'S 'MISCHIEF'

in Christmas dress with INCLUDING TWO NEW



STANDARD PACKS IN XMAS DRESS. These special (and very attractive) gift cartons are smartly cellophanned yet can be at once removed to reveal the standard pack beneath.

24/- per doz. Retail 3/- 44/- per doz. Retail 5/6
100/- per doz. Retail 12/6

ATTRACTIVE DISPLAY
MATERIAL — SELLS
SAVILLE LINES on SIGHT

In addition to a sparkling range of general display items, each Saville star has its own selling background. Brilliant, rigid, tiered display units spotlight the spirit of "Mischief" and "June" in all their fascinating presentations.



SPECIAL HANDBAG-
SIZE COUNTER
DISPLAY

Attractive display containers give this dainty size strong sales appeal.

10/- per doz.
Retail 1/3



THE FAMOUS
'TINY TOPPER' NOVELTY PACK.

These dapper novelties offer a choice of two colours. There's no need to stress their terrific appeal—stockists know how well they sell! Black and White, 14/- per doz. Retail 1/9 each.

"SPIRIT OF MISCHIEF" FASCINATING NEW CUPID STATUETTE

The perfect fellow for the famous 'Tiny Topper.' The smartest, most attractive novelty ever known in the perfume trade. Exquisitely moulded in gleaming white polished plastic on jet-black plinth with silver letters, this saucy and sophisticated cupid mounts guard over the bottle of "Mischief" which slides securely into the base of the statuette. The whole smartly boxed in black and silver carton.



14/- per doz.

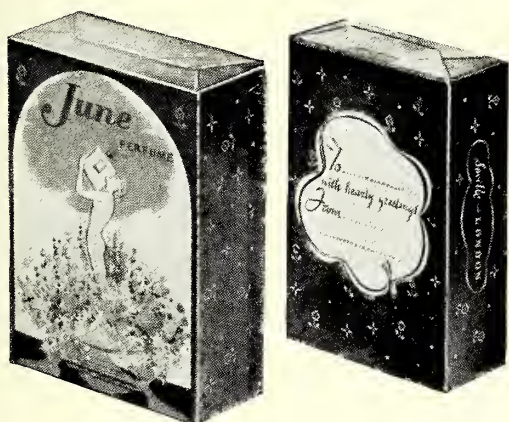
Retail 1/9 each.

BEST SELLERS

& 'JUNE'

all-year-round appeal....

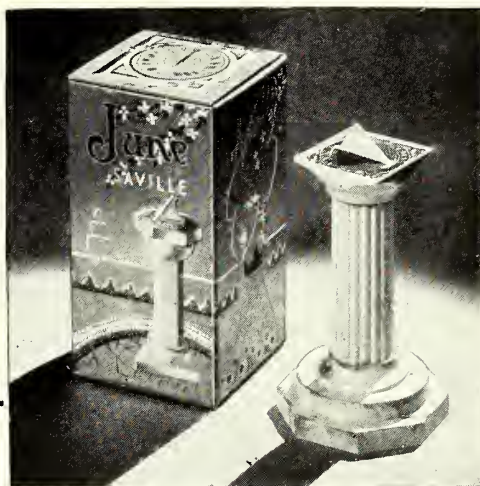
1939 NOVELTY PACKS



INTRODUCING ——— NEW 'JUNE' SUNDIAL NOVELTY

Here is the high-spot of 'June's' long and triumphant record! This delightful novelty is most charmingly moulded in cream Plastic, highly polished with a subtle mottling of mossy green. Top of Sundial unscrews to reveal bottle (which need not be removed). The dial is embossed in bronze and the whole packed in a very superior gold and green carton.

Retail 1/9
Wholesale
14/- per doz.



STANDARD SIZES FOR XMAS GIVING. The back of these colourful Gift Cartons contains a panel for gift messages, and the whole is both tasteful and cheerful—making for excellent displays at the festive season (in conjunction with our new 'June' Display Material which will be included free with your order). 20/- per doz. Retail 2/6 36/- per doz. Retail 4/6 60/- per doz. Retail 7/6

'MISCHIEF'
IN THE
HAT BOX.



Born to meet with instant success, the smart Black Hat Box is now joined by an even smarter version in Grey—both adorned with gay Travel Labels in full colours. Each complete with bottle of 'Mischief' nestling in the dazzle of White Satin.

Black, Grey or Assorted 14/- per doz. Retail 1/9



'JUNE' FOR THE HANDBAG.

The scent—the size—and the display make an instant appeal to the personal shopper!

10/- per doz. Retail 1/3 each.

SAVILLE PERFUMERY LIMITED, WATFORD, HERTS

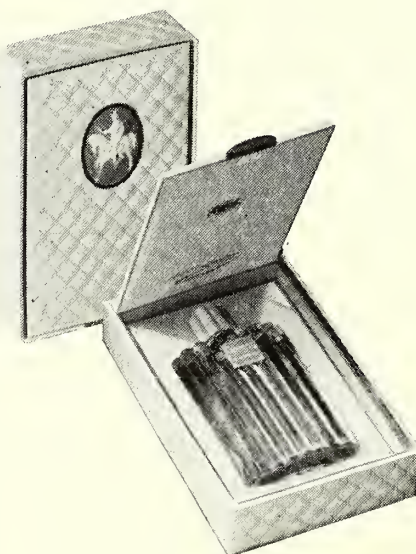


Assure your Customer's Gratitude...

IT WILL INCREASE YOUR TURNOVER !

The customers to whom you recommend a quality product will highly appreciate your business acumen. They will be satisfied and you will gain from the fact that they will come and ask your advice at every opportunity. To recommend goods bearing the D'ORSAY trade-mark, is to recommend an article of quality placed under the signs of Distinction and Elegance.

"Offer a D'ORSAY Perfume and make a bewitching present which is always appreciated." You may safely give this advice to your customers buying Christmas Gifts. Furthermore for those who do not wish to spend so much, you may suggest the new modern pack "CAMEO"—a most elegant flacon in a well-made case. The following perfumes will be found in the Cameo series :



1st series

DANDY — TROPHEE — MILORD
TOUJOURS FIDÈLE —

and the latest

BELLE DE JOUR

Retail prices

4/- 6/6- 12/-

2nd series

CHEVALIER — FLEUR DE FRANCE
CHYPRE — MUGUET —

ROSE —

VIOLETTE

Retail prices

3/- 5/- 9/-

Write for terms for special introduction offer and free show-stand.

M^lle d'orsay

D'ORSAY. 54, GEORGE STREET - PORTMAN SQUARE LONDON W. 1.



D'ORSAY

PROVES

That Perfumery is a form of Art!

D'ORSAY introduces BELLE DE JOUR. This new creation is undoubtedly an artistic chef d'œuvre : in black and pink case with choice silk ribbons, a delicately chiselled flacon, which recalls exquisitely the amenities, a perfume whose note is absolutely new and most truly feminine.

Parisian Society Admires Belle de Jour!

Your customers will be enchanted when you present to them this new creation. Keep the place for it that it deserves.

Ravishingly artistic on a toilet table, Belle de Jour will draw all eyes to your window.



Belle de Jour

will make its bow to the public in a series of most beautiful advertisements in the most elegant magazines.

Retail prices :

37/6 — 21/ — 7/6

HARLENE SHELVES SOON EMPTY



The Finest Selling Hair
Beauty Preparations !

HARLENE Shelves Soon Empty. That is because although the name "HARLENE" has been famous for over fifty years, its popularity with the Public continues to grow and GROW ! Stock the range of HARLENE Lines and let our bold and consistent advertising reflect in increased profits for you !

HARLENE HAIR GROWER & TONIC

CREMEX SHAMPOO UZON BRILLIANTINE
HARLENE WAVE-SETTING LOTION
ASTOL HAIR COLOUR RESTORER
HARLENE CAMOMILE GOLDEN HAIR WASH
HARLENE CAMOMILE SHAMPOO
HARLENE GOLDEN WAVE-SET
HARLENE HAIR CREAM
HARLENE ^{Soafoless} ^{Brushless} SHAVING CREAM
HARLENE SCALP OINTMENT



SEND YOUR ORDER TO-DAY

EDWARDS HARLENE LTD.

20/26 Lamb's Conduit Street, London, W.C.1

Even gayer to display



**—even more
attractive to buy !**

Already a favourite with the public, Reckitt's Bath Cubes will have a still greater appeal this winter with a special Christmas pack. Make sure that your stocks will be equal to the increased demand.



Box of six cubes 1/-
Box of twelve cubes 2/-

*Lavender * Lily of the Valley * Essence of Flowers * Verbena * Pine*

MADE BY RECKITT AND SONS, HULL AND LONDON



IMPORTANT ANNOUNCEMENT

THE MIDDLESEX LABORATORY OF
GLANDULAR RESEARCH LTD

From
FARRINGTON AVENUE

*Have moved to more
commodious premises*
AT
1-9, LUDGATE HILL
facing ST PAULS CATHEDRAL
E.C.4.

Telephone Number CITY 6775.

JUVIGOLD
BRAND
GLAND TONIC

Max Factor

"Cosmetics of the Stars"

Offers

Gifts that will really please...

AMONGST these exciting and useful Gift Sets by Max Factor, your customers are certain to find the right and suitable ones not only for their friends, but for themselves also.

Ranging from 4/6 to 41/6 retail, they provide the solution of what to buy... what to give...

The caskets in which the products are contained are particularly attractive and the price range makes it simple for you to satisfy the quest of every type of customer.

★ **GILT COMPACT**... combines Face Powder and Rouge, is a beautiful and very useful gift...
Retail 8/-

★ **PRESENTATION SET**... containing... Face Powder, Rouge, Lipstick, Eyelash Make-up, Normalizing Cleansing Cream, Make-up Foundation, Skin Freshener, and Talc...
(Set No. 6)
Retail 30/-

★ **GUINEA PRESENTATION SET**... containing... Face Powder, Rouge, Lipstick, Talc, Skin Freshener, and Normalizing Cleansing Cream...
(Set No. 5) Retail 21/-

★ **COLOUR HARMONY PRESENTATION CASE**... Face Powder, Rouge and Lipstick...
(Set No. 2)
Retail 11/6

★ **PRESENTATION CASE**... containing... Face Powder, Rouge, Lipstick, Talc and Normalizing Cleansing Cream...
(Set No. 4)
Retail 16/6

★ **FACE POWDER**... in Colour Harmony Shades...
(Set No. 1)
Retail 4/6

★ **MAX FACTOR COMPLETE MAKE-UP PRESENTATION SET**... containing... Face Powder, Rouge, Lipstick, Eyelash Make-up, Talc, Cologne, Powder Brush, Make-up Foundation, Normalizing Cleansing Cream, Skin and Tissue Cream, Skin Freshener...
(Set No. 7)
Retail 41/6

★ **BEAUTIFUL GILT COMPACT and LIPSTICK**... a most delightful gift...
(Set No. 3)
Retail 12/6

Max Factor ★ Hollywood



& London (Sales) Limited



No. 11

THE CHERUB

4/6

36/- per doz.



No. 5

THE SPEEDWELL JAR

2/6 . . . 21/- per doz.



Containing AMARYLLIS POT POURRI in transparent wrapper. For filling Pot Pourri Jars and vases. Fills the air with lasting fragrance.

AMARYLLIS BATH SALTS

A combination of Botanic Oils and Herbal Extracts. Makes the bath water soft and silky.

AMARYLLIS FLORAL SOAP

For cleansing and beautifying the skin. Perfumed with the same combination of Botanic Oils and Herbal Extracts.

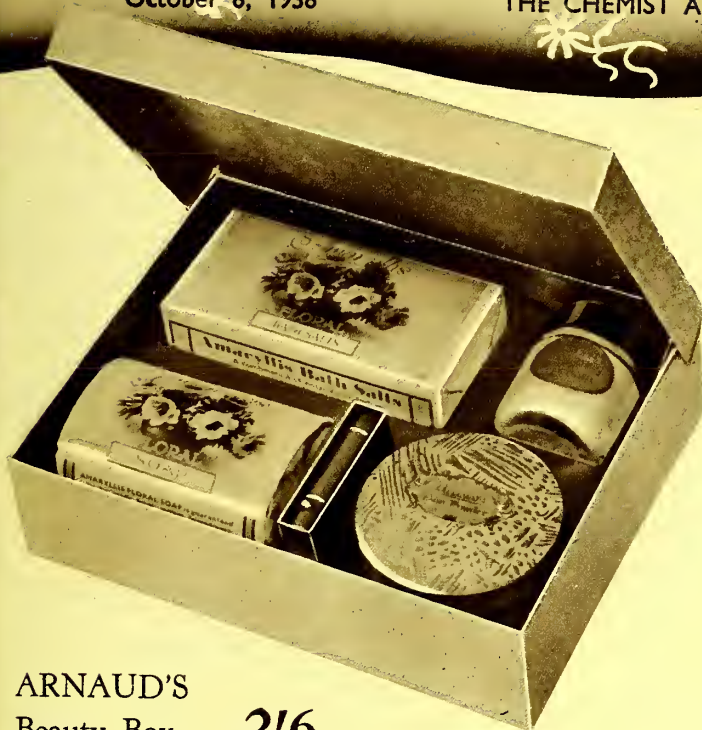
Components separately at the following prices:

		Retail
Amaryllis Pot Pourri	8/- per doz.	1/-
	(½ doz. in box)	
" Bath Salts	4/- " "	6d.
" Floral Soap	4/6 " "	6d.
	(1 doz. in box)	

Potter &

60-64 ARTILLERY LANE, LONDON, E.1

Telephone: Bishopsgate 4761 (5 lines). Telegrams: "Horehound, Phone, London"



ARNAUD'S
Beauty Box . . . 2/6

21/- per doz.

Containing:

- Arnaud's Face Powder
- " Vanishing Cream
- Tube of Lip Stick
- Amaryllis Floral Soap
- " Bath Salts



No. 4

LONDON PRIDE

2/6 . . . 21/- per doz.



6
C
3
RYSANTHEMUM

. . . 24/- per doz.



No. 2

MARGUERITE 1/6

13/- per doz.

Clarke Ltd.

-and 77 DANTZIG STREET, MANCHESTER 4

Telephone: Blackfriars 8734. Telegrams: "Horehound, Manchester"

CALOX

REGISTERED TRADE MARK

THE OXYGEN TOOTH POWDER —

DISPLAY AND SELL THIS POPULAR LINE

A dentifrice to recommend with confidence.
Advertised regularly in the National Press—
it sells quickly whenever introduced.

BUY ON BONUS TERMS

TRADE TERMS

HANDY SIZE 8/- Dozen. Retail at 1/- P.A.T.A.
FAMILY SIZE 16/- " " " 2/- "

13 to the dozen for the counter or window display
3 DOZ. LOTS LESS 2½% 6 DOZ. LOTS LESS 5%



TWO OTHER McKESSON LINES—

Shav-ami

THE LUXURY
BRUSHLESS
SHAVE



A brushless shaving cream which is
gaining in popularity on its merit.

RETAIL
GIANT SIZE 1/6
12 - per doz.

Albolene

CLEANSING
CREAM



Boudoir jar, retail 2/- 16/- per doz.
Professional size, " 4/- 32/- " "

A skin cleanser of ABSOLUTE purity, odour-
less and moderate in price, now being
advertised in the leading women's papers.

McKESSON & ROBBINS LTD.

ASSOCIATED WITH McKESSON & ROBBINS INC., BRIDGEPORT, CONN., U.S.A.
EAGLE HOUSE, 90 - 96, CANNON STREET, LONDON, E.C.4

Grams :
MACKESSON
Cannon, London

Phone :
MANSHION HO.
1751-2



MISS SANTA WILL GET MORE PUBLICITY THAN MOST FILM STARS

— and she wants to work for you!



PERHAPS you didn't know that Santa Claus had a daughter? Well—he has. Nice piece of work, too—as you can see from her picture. But that's by the way.

The important point is that Miss Santa is playing a big part in Coty's Christmas campaign this year. In every Coty Christmas advertisement her portrait will appear. In national dailies and class weeklies with a circulation totalling more than 12,000,000. In more than 50,000,000 advertisements all told. Few film stars are so widely publicised. And every time the advertisement will explain the wonderful range of gifts Coty have made this year — and tell the public to look out for them where they see Miss Santa's picture displayed.

That is where Miss Santa goes to work for you. Display her in your window and she will bring the people who want these Coty gifts into your shop. If you haven't yet received the attractive Miss Santa showcard shown on the left, write for a copy today.

P.S.—A Coty masterpiece is the illustrated Christmas catalogue — now ready. If you are not already in possession of a copy, please write to Coty, 2 New Bond Street, London. It will be sent by return.



This showcard in your window puts this powerful Christmas advertising campaign to work for you.

LET MISS SANTA HELP
YOU BREAK ALL RECORDS
FOR

Coty
GIFTS

Christmas Gifts

by **MAWDSLEY**

HANDKERCHIEF PUFFS

We have a remarkable range to offer from 6s. 6d. per doz. upwards in georgette, ninon, and Macclesfield silk. All singly and attractively packed on display cards and enclosed in cellophane envelopes with seasonable greeting. The illustration above shows three real Macclesfield silk designs each on six assorted gorgeous colour schemes fitted with a large, downy soft lambskin puff. A gift with unquestionable appeal at a reasonable price, 18s. doz. Sample selection sent on request.

FLAPJACKS, PARTY CASES, ETC.

We are constantly adding to our assortment with new numbers from Birmingham—novelties from the Continent and the latest styles from America. It would be difficult to find Flapjacks more various, more plenteous, and more beautiful.

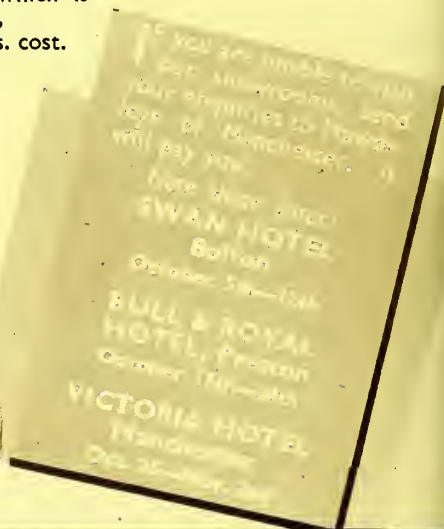
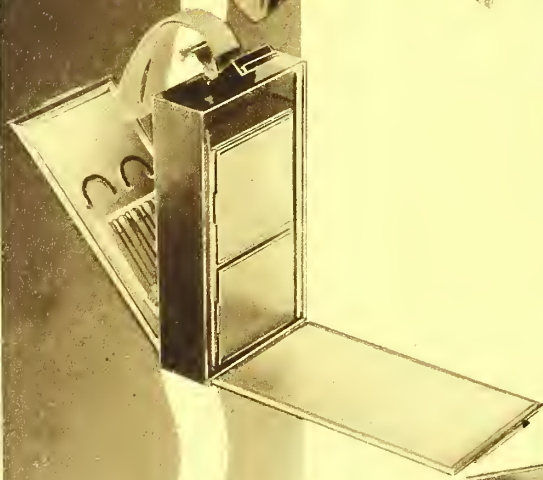
Prices range from 3s. 6d. per dozen. Display trays supplied free. Send postcard for sample selection. The one featured is Park Lane, 28s. 6d. retail, 19s. cost. This is fitted with Cigarette Case, Flapjack, Rouge, Mirror, and compartments for cards, stamps, hair clips, lipstick, matches.

MANICURE SETS

Make useful presents, and we have several excellent quality sets in leather cases fitted with Zip fasteners in addition to the one illustrated which is

No. 9002,

21s. retail, 14s. cost.



D. MAWDSLEY & Co.

RIGA STREET, MANCHESTER

ebe

A PROFITABLE RANGE FOR CHRISTMAS

The many lines produced by **Ebe** are simply "made" for Xmas. These attractive and original packed designs make them easy sellers. In fact, you need only display **Ebe** lines and they sell themselves.

There is an **Ebe** gift for every purse and every person—from the 6d. Silver Sachet in its Christmas envelope, to the more expensive sizes of Bath Powder, Bath Flowers and Bath Milk, which run from 2s. to 60s.

Then, there is **Ebe's** latest sensation—Bath Confetti, which received most enthusiastic praise at the "Hair and Beauty Fair."



STOCK UP NOW WITH

ebe

A fine investment—
Good profits and a quick turnover

EBE PRODUCTS LTD., 11 DIANA PLACE, LONDON, N.W.1. Phone: Euston 3271

MANEX SETS for XMAS

THE ROADHOUSE SET.
As modern as its name. In
Red, Blue or Black Suede
finish with Silver Em-
bossing
Retail at **2/6**



THE HOLIDAY SET.
Really Marvellous value.
In Red, Blue or Green
pig-grain leather

Retail at **8/6**



THE CREST SET.
An addition to the existing
sets. In Ivory, Gold or
Red. Retail
Retail at **12/6**

OTHER TOY SETS AT 5/- 6/6 15/6 21/-

SHOW MANEX SETS THIS CHRISTMAS
AND MAKE AN EXTRA MARGIN OF PROFIT

Sole Distributors

PIERCE & RUBIN

KERSAL VALE

MANCHESTER

This will be a Pottery Xmas!



RETAIL at **1/6**



RETAIL at **2/-**



RETAIL at **4/6**



RETAIL at **2/6**



RETAIL at **5/-**

Exclusive designs in beautifully
coloured pottery, filled with
fragrant bath crystals and
packed in matched display
boxes.

Prices from **1/3** to **7/6**

CUSSONS SONS & Co. Ltd.

KERSAL VALE

MANCHESTER

Christmas COFFRETS



No. 400
Small size Eau de Cologne,
2 tablets Toilet Soap 2/9 each
Trade 22/- doz.



No. 403
Medium size Eau
de Cologne, Tal-
cum 5/- each
Trade 40/- doz.



No. 578
Face Powder, Lipstick,
Rouge, Eye Shadow,
Mascara 12/6 each
Trade 100/- doz.



No. 471
Face Powder, Handbag size
Perfume 3/3 each
Trade 28/- doz.



No. 472
Talcum, Toilet
Soap, Handbag
size Perfume
3/- each Trade
26/- doz.



No. 493
A beautiful silk
lined case containing Face
Powder, Perfume, Lipstick,
Moist Rouge 23/6 each
Trade 188/- doz.



No. 307
Face Powder, Handbag size Per-
fume 2/6 each
Trade 21/6 doz.

No. 375x
Dusting Powder
in Fancy Box
4/6 each Trade
39/- doz.



No. 305
Face Powder,
Lipstick, Rouge
6/9 each
Trade 58/3 doz.



No. 303
Face Powder, Vanishing
Cream, Talcum 4/9 each
Trade 41/- doz.

Customers are invited to visit our display of
Christmas Gifts and Coffrets
which are to be shown at the
Piccadilly Hotel, London, W.1
(rooms 416 & 417)
during the week commencing
17th October, 1938

Seasonable Gifts of Distinctive Design

by

**RICHARD HUDNUT
LIMITED**

POWER ROAD CHISWICK LONDON W.4

Tel. Chiswick 4191

'Grams: Hudnut, London

PRESENT

for
LADIES

Number	Product	Price
C1	Lavender Water and Compressed Sachet	1/-
C8	Lavender Water, Powder-Cream and Blush-Cream	1/6
C16	Lavender Water and Powder-Cream	1/11
C25	Lavender Water and Bath Salt Tablets	2/6
C39	Lavender Water, Powder-Cream and Talcum Powder	3/6
C47	Lavender Water and Spray	2/6
C51	Lavender Water, Talcum Powder, Bath Crystals and Powder-Cream	5/-
C61	Lavender Water, Talcum Powder and Bath Crystals	7/6



POTTER AND MOORE LTD

THE HOUSE

TATION COFFRETS

for
MEN

OUR extensive range of nearly 100 sets, of which a few are here illustrated, come this year in an entirely fresh scheme of decoration.

It will be found that there is a wider and more attractive selection than ever in the popular priced Coffrets.



Number	Shaving	Aftershave	Brush	Price
C70	Shaving Cream, Aftershave			2/6
C71	Shaving Cream, Aftershave, Shaving Brush			2/9
C72	Shaving Cream, Aftershave, Shaving Brush			3/9
C73	Shaving Cream, Aftershave, Shaving Brush			3/9
C74	Shaving Cream, Aftershave, Shaving Brush			5/-

*Bottles of every description
specially suitable for*
Christmas Trade

**WHOLESALE AND
EXPORT ONLY**

A large variety of moulds
especially suitable for the
seasons trade is at your
service.

. . . Customers own designs
executed.

May we quote you ?



LAX & SHAW LTD

TELEPHONE : 21568 (2 lines)
TELEGRAMS : "FEEDERS" PHONE LEEDS

REGD. OFFICE: ALBERT GLASS WORKS, HUNSLET, LEEDS. 3 FACTORIES, ALBERT, CLARENCE, DONISTHOPE

Preview of a new range of Christmas Gifts



MAJOR AWARD for artistic presentation

The new FONTAINE JAPONICA is the result of an attempt to interpret modern standards of taste. The success of this effort is effectively demonstrated by our winning the Major Award for the outstanding merchandizing achievement The range is now ready for the market—in ample time for you to benefit from Fontaine's undoubted attractiveness to those seeking the perfect Xmas gift. Exclusive advertising will begin next month in the high-class women's papers.

We reproduce above a few of our 50 Gift coffrets, and should appreciate the opportunity of sending fullest details on request to Fontaine (Perfumes) Limited, Castle Bromwich, Warwickshire

1 Dusting Powder and Bath Foam (also packed separately).

2 Gift coffret containing two Toilet Soaps, two Bath Cubes, Bath Essence and Talcum Powder.

3 Perfume in two sizes.

4 Bottle of Talcum Powder, Tonic Bath Salts and Bath Essence (also packed separately).

5 Gift coffret containing Bath Soap, six Bath Cubes and Bottle of Tonic Salts.

Fontaine JAPONICA

BEAUTY OF LINE

in commercial containers can be
expressed in glass as by
no other media...

U.G.B.

CREATIONS

Radiate Charm

Apart from the extensive artistic range of U.G.B. stock glass containers a service is offered to manufacturers whereby containers can be specially designed for their service and exclusive to them.

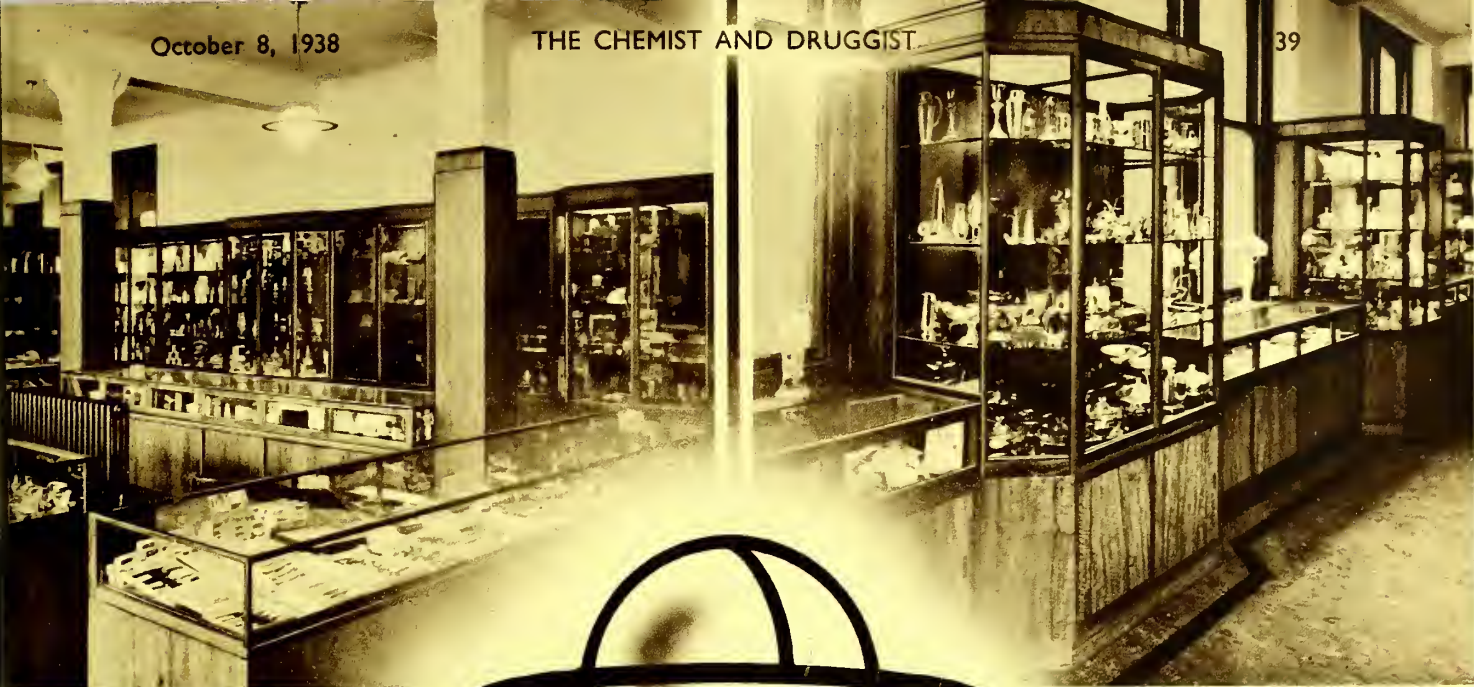
To enhance your product use glass—strong, beautiful to the eye and lending itself to almost illimitable treatment in shaping and colouring.

THE PERFECT PAIR • BOTTLE AND CLOSURE
MANUFACTURED BY
UNITED GLASS BOTTLE
MANUFACTURERS LTD

8 LEICESTER STREET, LONDON, W.C.2

Telephone : GERRARD 8611 (10 lines)

Telegrams : UNGLABOMAN, LESQUARE, LONDON



'WOOLLEY SERVICE'

is a term which, to Pharmacists throughout the North, stands pre-eminent for high quality and Prompt Delivery of every pharmaceutical need—drugs, galenicals, toiletries, gifts, etc.

You are cordially invited to visit the extensive Show-rooms at any time.

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Victoria Bridge · Manchester 3

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These Books have been specially written for you! You need them in your daily practice.

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Book by an
Expert

Can be ordered direct
or through your usual
wholesaler.

	By Post			By Post	
Pharmaceutical Formulas, Vol. I ...	15/-	15/6	Urine Analysis ...	4/-	4/3
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Pharmaceutical Botany ...	5/-	5/4	The Photographic Chemist ...	3/6	3/8
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Provincial Hospital Pharmacopœias ...	3/-	3/2	'C. & D.' Price List Formulary ...	2/6	2/6
'C. & D.' Stocktaking Pad ...	2/6	2/6	Veterinary Counter Practice ...	10/-	10/6
Diseases and Remedies ...	7/6	7/10	Art of Dispensing ...	10/6	11/-

'C. & D.' Poisons Guide.

The most up-to-date guide obtainable, price 4/6. 4/9 post free.

Shops Act Cards: "A" for Sunday Closing,
"B" for Weekday Closing, 1/- each, 3 for 2/9,
post free.

The
CHEMIST AND DRUGGIST

28 ESSEX STREET, LONDON, W.C.2.

CHANEL

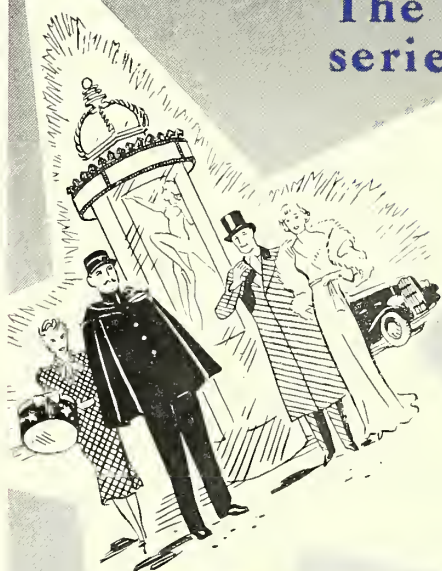


All enquiries should be sent to
PARFUMS CHANEL LTD., STANDBROOK HOUSE, 2/5 OLD BOND STREET, LONDON, W.1

C C

Evening in Paris

CHRISTMAS COFFRETS
The World's most famous Perfumery
series in lovely Gift Caskets.



"Evening in Paris" Coffrets for Christmas, 1938, offer a perfectly wonderful selection of beautiful and inexpensive presents which will delight your customers. They are the most attractive gift lines imaginable, and the retail prices range from 1/9 to 35/-.

+ + +

THE "OWL" NOVELTY

here illustrated, has been hailed by the trade as "the best ever." It is a fascinating model in bakelite containing a bottle of "Evening in Paris" Perfume, and retails at 1/9. Order now, as the demand is enormous and supplies are limited.

+ + +

BOURJOIS, LTD., QUEENS WAY, CROYDON
Showrooms: 2-5, Old Bond Street, LONDON, W.1

Please write for our complete illustrated Coffret Price List if you have not already received one.

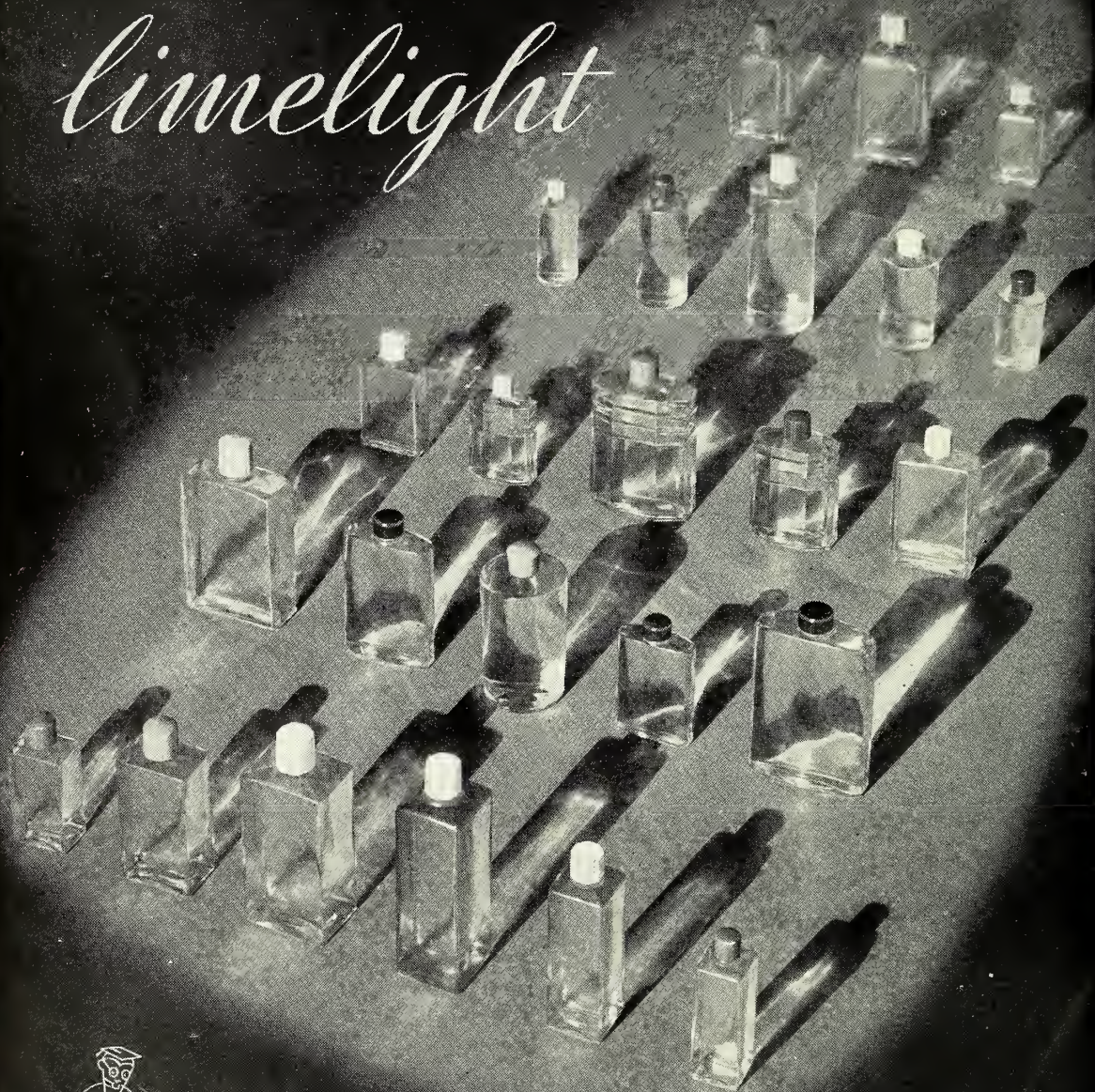


BOURJOIS



BOURJOIS

*In the
limelight*



BOTTLES OF QUALITY

THE INTERNATIONAL BOTTLE CO LTD

48, FORE STREET, LONDON. E.C.2

PHONE METROPOLITAN 6161

GRAMS. AUTREFOIS TELEX LONDON

DESIGNED TO SELL

We know from long experience that there are two essentials in a quick selling Christmas pack. One is richness of atmosphere — to make a gift look expensive and worth more than it costs. The other is gay colouring and sparkle—to give display value that cannot be missed in the shop.

The 1938 Vinolia packs, ranging from 1/3 to 10/6, have these qualities in full measure—more than in any previous year. They have been designed to sell—to sell themselves in fact. Let us send you a detailed list and terms.

VINOLIA

33 $\frac{1}{3}$ % or more off to the trade

VINOLIA CO., LTD., BEBINGTON, WIRRAL, CHES.

YT 17V551

Items indicated ★ are also attractively boxed



SPECIAL ANZORA XMAS PACK



This brand-new, attractive Xmas pack is now available in the large size of both ANZORA CREAM and ANZORA VIOLA—retailing at 2/3d. Heavy national advertising will continue to support ANZORA right up to Xmas, and the new pack will be featured in special Xmas advertisements. You are bound to be asked for "the Xmas ANZORA."

As the supply is limited, order at once—price remains unaltered.



SOLE DISTRIBUTORS: BRITISH AND INTERNATIONAL PROPRIETARIES LTD., AFRICA HOUSE, LONDON, W.C.2

ANZORA MASTERS THE HAIR



INCOMPARABLE VALUE

A MODERN PRESENTATION OF A REAL FRENCH PERFUME by a well-known House.

The small illustration on the left can only give you a slight idea of the attractiveness and amazing value of the NEW PACK put on the market by:

PARFUMERIE L. T. PIVER

PARIS

These perfumes are presented in a charming, individual Pack. The bottle is in the most modern style, and the prices are low enough to tempt the most modest purse.

They are obtainable in the following perfumes:

The World-famous **Le TREFLE-Incarnat**, **Pompeia**, **Floramye**, **d'Aventure**, **Mattever**, and the latest Paris Sensation—**MASCARADE**

All at the same price:

No. 5542.N. retail 1/3—
wholesale 10/- per doz.

No. 5543.N. retail 2/-—
wholesale 16/- per doz.

No. 5544.N. retail 3/6—
wholesale 28/- per doz.

We take this opportunity of advising our friends in the trade that we are offering a choice of about 20 different XMAS COFFRETS in the MATTEVER, Le TREFLE-INCARNAT and MASCARADE series, at prices ranging from 2/- to 17/- retail.

Sole Concessionaires for the United Kingdom:

Parscent Ltd., Dukes Rd., Western Avenue, London, W.3



*Please your Clientele
attract new customers*

be up to date, stock

ARCANCIL

There is a tremendous demand in France for Arcancil—the new eyelash cosmetic made by Valdor, creators of Guitare lipstick. In the British market Arcancil is repeating the lightning success achieved this year by Guitare. All Valdor products are of a quality and distinction that ensure constant repeat sales.

Arcancil has many points of unique interest to Women. It does not smart nor run. It stays on under all conditions. It is non caustic, based on turtle oil, comes in generous sizes, is made in nine modern shades, plus a colourless type for women keen on an undetectable, natural eye cosmetic. In attractive packs it sells at 6d., 1/6 and 2/3.

The advertising planned by the clever British and French experts who made the success of Guitare is on a generous scale, using a list of leading publications—Daily Mirror, Daily Sketch, Sunday Pictorial, Evening Standard, Tatler, Vogue, Woman, Woman's Illustrated, Woman's Own, Picturegoer, and others will be added as the campaign progresses.

Write to the Sole Distributors
(Dept. C.D.103)

**CHEMICAL and NATURAL PRODUCTS
LTD.**

WIMBLEDON FACTORY ESTATE
MORDEN ROAD
LONDON, S.W.19

Attractive Show Material Available
A VALDOR PRODUCT



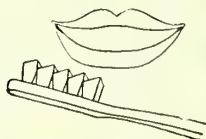
SOLE DISTRIBUTORS
CHEMICAL & NATURAL PRODUCTS LTD.



**RADIO
NEWSPAPERS
MAGAZINES**

are telling your customers
to **HALEXERCISE** too

The National Fitness Campaign has turned minds towards exercise—and now striking advertisements are turning them to Halexercise. Everyone needs a Halex toothbrush. Be ready to show them the three famous shilling brushes, and be sure you have plenty in stock. Order more Halex brushes now.



BIGGER CAMPAIGN HELPS YOUR HALEX SALES

PRESS:

The Daily Mirror and Daily Sketch have been added to the newspapers carrying Halex advertisements.

MAGAZINES:

Radio Times, Everywoman's, Passing Show—a long list of the magazines people read more than once are used by Halex.

RADIO:

Popular comedian Joe Murgatroyd now puts Halex on the air twice a week from Radio Normandy (wave length 212'6 m.).

**IT'S DOING GREAT THINGS
FOR YOUR SALES OF
HALEX
(Regd Trade Mark)
TOOTHBRUSHES**

MADE IN ENGLAND

Order from your usual wholesaler or from
THE BRITISH XYLOHITE CO. LTD., HALE END, E.4

7.45 a.m. every
Monday & Wednesday
from RADIO NORMANDY

**DON'T FORGET
YOUR TWICE-A-DAY
HALEXERCISE**

CALVERT'S 'AIRFLOW' FLASK

An Ideal Pack for
Every Purpose



- So convenient
- Cannot spill
- Simple to use
- Profitable to sell

This ingenious new container, recently introduced by Press and Radio advertising, makes Calvert's Tooth Powder, always the finest cleaner, now the most convenient to use.

Retail 1/- each.
List Price: 8/- per doz.
Your usual Wholesaler
stocks it.

F. C. CALVERT & Co. Ltd. - Manchester, 11

*You can recommend
HOSEZENE with confidence*

High standards of manufacture secure for you repeat sales without difficulty.

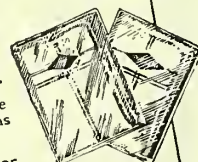
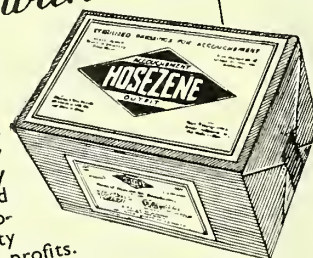
HOSEZENE Sterilised Accouchement Sets, Sanitary Towels and Belts, Baby Pants, Nursing Aprons and Cotton Wool are all produced from the best quality materials and show good profits.

HOSEZENE Sanitary Towels are supplied in 3 forms:—
PERFECT with the knitted cover and loop ends. Retail at 1/- and 2/9 per dozen.

SOLUBLE packed in cartons of one dozen to sell at 1/- to 1/6 per dozen. Has no equal for easy disposal.

COMPRESSED in great demand for holidays and travelling. In cartons of one dozen to retail at 1/3 to 2/3 per dozen.

Free Samples and terms on application to the manufacturers:—



**THE HOSEZENE
Co. Ltd., NOTTINGHAM**

GIVE A DOG *flea* A BAD NAME



CTENOCEPHALUS CANIS

... AND BLOT HIM OUT, quick, sharp! Sudden death's the worst because a single dog flea can carry up to 20 embryo tapeworms, waiting their chance to involve you in endless trouble and expense. Eliminate this risk of worms—87% of tapeworm infections are due to dog flea!—and the other risks as well, simply by following the

COOPER HEALTH ROUTINE

1 TO PREVENT TAPEWORMS—Spend five minutes once a week dusting your dog's coat with Pulvex, to keep him free from fleas and all flea-borne parasites. A 6d. tin lasts several months.

2 TO PREVENT ROUNDWORMS—Spend thirty seconds once a day sprinkling his main meal with Cooper's Vitamin Ration, to give him vital elements he won't get any other way. A 1/6 tin lasts two months.

IF YOUR DOG HAS WORMS NOW, Cooper's Liquid Worm Remedy will rid him of the lot, tapeworms and roundworms, with a little distress and danger as may be. Then the Cooper Health Routine, faithfully followed, will prevent the need for repeated worming.

*** This simple routine was devised and perfected by Cooper's own Research Bureau, which carries on the only further research work done on these lines in this country. For any further information that will help you, please write as fully as you can to the Dog Remedies Department.**

PULVEX VERMIN POWDER | **COOPER'S VITAMIN RATION** | **COOPER'S LIQUID WORM REMEDY**
6d and 1/3 sprinkler tins | 1/6, 2/9, and 4/6 | Small dogs 1/3, larger dogs 2/6 bottles

FROM ALL CHEMISTS AND DOG SHOPS

COOPER, McDOUGALL & ROBERTSON LIMITED, BERKHAMSTED, HERTS

YOU CAN SPELL IT with an £—Ctenocephalus— if you've a vet. counter giving good display to the Cooper Health Routine, now consistently advertised in the dog papers as in the above miniature. We know quite small shops with a steady 'dog' turnover of £5 per week. Start in yourself straightaway. You'll find the Cooper Health Routine a dependable mainstay—three sales in one and nine times the profit in the year.



PULVEX VERMIN POWDER

6d and 1/3 sprinkler tins

COOPER'S VITAMIN RATION

1/6, 2/9, and 4/6

COOPER'S LIQUID WORM REMEDY

Small dogs 1/3, larger dogs 2/6 bottles

TRADE TERMS — less 33 1/3% and less 5% cash monthly

COOPER, McDOUGALL & ROBERTSON LIMITED, BERKHAMSTED, HERTS

Caradium

HAIR RESTORER

The Recognised Preparation for Restoring Grey Hair. IT IS NOT A DYE

CARADIUM enjoys a wonderful popularity with the Public as a unique preparation that is really SAFE and EFFECTIVE for restoring the colour to grey or faded hair. It contains radio active water that ensures success when other treatments fail.

CARADIUM is NATIONALLY ADVERTISED. Make sure you have sufficient stocks of this seller.

Retail prices 4/- and 7/6. Wholesale, 25% allowed on $\frac{1}{2}$ Dozen and over.

CARADIUM REGD., 38 GT. SMITH STREET, WESTMINSTER, LONDON, S.W.1



75%
Profit
on Cost

The British Deodorant for elimination of perspiration and its odour

New Pack and New Colour—Natural,
pale green, in addition to Original Red.

Display Boxes of 7 to $\frac{1}{2}$ dozen—4 Natural, 3 Original.
1/- size only — 8/- per dozen of 14 to Chemists

Lacoste et Cie, 15 Three Crown Square, Southwark Street, London Bridge, S.E.1

NOW is the time to DISPLAY "TOINOCO"

BRITISH MADE PAPER HANDKERCHIEFS

Continuously advertised to the Public for 38 years

"Crepon" 75 for 1/- "Tonex" Pocket size 75 for 6d. Plain or MENTHOLATED
Also "Toinoco Silky Fibre" the Original and Softest. Medicated Odourless—Cartons of 50, 2/-

Trade Terms from your Wholesaler or from:—

The Toinoco Handkerchief Co. Ltd., 55 Hatton Gdn., London
Originators of Paper Handkerchiefs



THE "CHARLOTTE" (regd.) HOT WATER BOTTLE COVER

WITH ZIPP FASTENER OR PRESS STUDS
OPENED INSTANTLY TO FILL OR EMPTY BOTTLE

Sizes ...	10" x 6"	10" x 8"	12" x 8"	12" x 10"	
	16/3	19/-	20/-	22/-	doz. net.

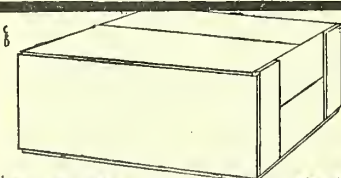
To fit the moulded hot water bottle, sizes 2 and 3, 20/- doz. net.

Supplied in Pink, Light Blue, Dark Blue and Orange Corduroy or Velour.

Embossed Showcard in four colours, as illustrated, free with orders of one doz.

Manufactured
only by

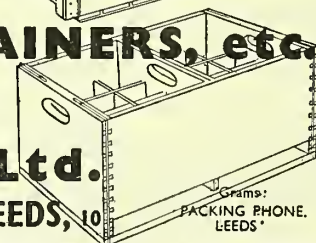
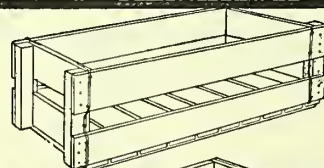
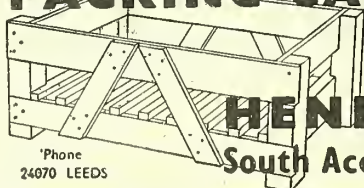
C. J. HEWLETT & SON, LTD.,
35/42 Charlotte Rd., LONDON, E.C.2



BOTTLE BOXES

of all kinds

PACKING CASES, CRATES, DRAINERS, etc.



HENRY HADFIELD, Ltd.

South Accommodation Rd., HUNSLET, LEEDS, 10

'Phone
24070 LEEDS

'Phone
PACKING PHONE.
LEEDS

To
MANUFACTURERS
 OF
PHARMACEUTICAL
PREPARATIONS

We Offer

Highly concentrated, palatable Vitamin B preparation with rich content of Vitamin B₁ as basic substance for nutritive preparations.

Also

Vitamin E—Vitamin P.

Readily soluble Liver Extract Powder, Tyrosin, Di-iodotyrosin, Histidin, Histidin Monochloride, Leucin, Glutamic Acid, Sodium Glutamate, Calcium Mandelate.

NORDMARK WERKE

Hamburg, 21

IMPORTANT ANNOUNCEMENT

'SUMMIT' Hypodermic Needle now ALL-BRITISH

The sole manufacturing rights of the 'SUMMIT' hypodermic needle having recently been taken over by S. and R. J. Everett and Company Limited, it is now entirely British.

EXCLUSIVE FEATURES OF 'SUMMIT':

- (1) **EASY TO WIRE.**
Cleaning wire can be conveniently inserted through the mount due to a flared cone running down the needle bore.
- (2) **FIRM SILKY FIT.**
Ensured by a soft durable metal seating to a specially reinforced mount (Pat. 7359).
- (3) **EASY TO ATTACH.**
The shape of the 'Summit' mount enables it to be firmly gripped between the thumb and forefinger.
- (4) **LEGIBLE NUMBERING.**
Owing to the shape and construction of the mount, the needle size is cast on it in very legible characters.
- (5) **APPEARANCE.**
The special metal with which the mount is made retains a perfect appearance throughout the life of the needle.

'SUMMIT' Needles

From all Surgical Instrument Suppliers

Manufacturers and Wholesale Suppliers:

S. & R. J. EVERETT & CO. LTD., THORNTON HEATH, SURREY
 Telephone: Thornton Heath 3252-3. Telegrams: Hypodermic, Croydon

The SUDDEN SALES LEAP

for

McCLURE BRAND

EPHEDRINE

NASAL CATARRH SPECIFIC

follows the bold

NATIONAL ADVERTISING CAMPAIGN

in

The Daily Mirror

The Daily Express

The Daily Herald

The Evening News

The Star

Everybody's Weekly

Packed line profits on Nationally advertised line

THE WINTER'S WINNER!

1'6 **McCLURE BRAND** 1'6
EPHEDRINE



Of Course!

McClure, Young

AND COMPANY LIMITED

MANUFACTURING CHEMISTS

PREMIER PACKED DRUG HOUSE

90 STANDARD ROAD, PARK ROYAL, LONDON, N.W.10

THE P.A.T.A. (Proprietary Articles Trade Association)

Ensures Protected Prices and Fair Profits

For more than 40 years the P.A.T.A. has been a "household word" in pharmacy and the drug trade. The Association has secured for retailers and wholesalers fair and protected rates of profit on their sales of proprietary articles, and for manufacturers the co-operation of satisfied distributors.

Every chemist who is not yet a member of the Retail Section is asked to show his appreciation of the price-maintenance work of the P.A.T.A. by joining. The annual subscription is 7s. 6d.

Proprietary Manufacturers are invited to write for particulars of membership.

43 GORDON SQUARE, LONDON, W.C.1

ROUSE'S PACKED POWDERS Save Time, Trouble & Temper

Over 80%
PROFIT ON
TURNOVER

THE GREY POWDER
WITH SUGAR
A harmless corrective for children
Specimen wrapper folded

Full lists, particulars and sample showcards,
on application from—

50 Printed Wrappers in
stock. All non-labile

Cooling and Teething, Fever, Brown ...	2/9
Cooling and Aperient, Pink, Grey, Worm ...	2/9
Flu, Headache, Neuralgia, Head & Nerve ...	3/6

per gross

Name and address printed free on wrappers.

Ask us for a price for YOUR OWN PROPRIETARY
POWDERS by the gross or by the 1,000's!

ROUSE BROS. (LONDON 1) LTD., 61 CHARLOTTE ST., W.1

SOUTH OF ENGLAND COLLEGE OF PHARMACY

Principal: H. LUCAS, Ph.C., F.C.S.

NEW COURSES for Parts I and II started on OCT. 4th.

Revision Courses every term, full or part time.
Students may join now.

Preparatory and Revision Courses by post.

For prospectus and all particulars apply

186 Clapham Road, LONDON, S.W.9

Tel. No.: REL. 2037

COMPOSITION STOPPERS
BAKELITE MOULDINGS
COMPACTE COSMETIC & ROUGE BOXES

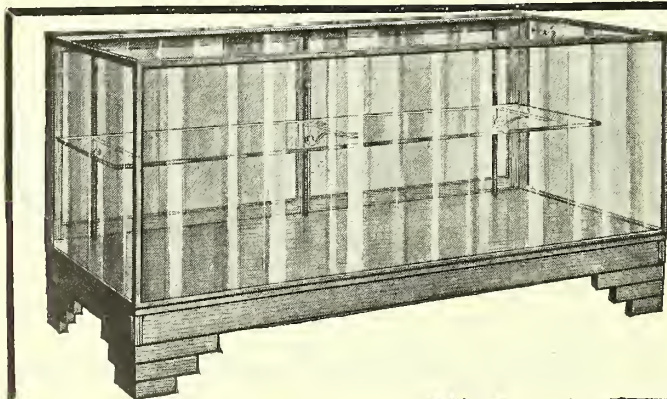


200 Varieties
Any Colour.

A suitable Composition Stopper will enhance the selling value of your package. Let us fit your Bottles and quote you.



W. J. SHARPLIN, Ltd. Telephone: Mountview 3952
Middle Lane Works, Hornsey, LONDON, N.8



BUY DIRECT from THE ACTUAL MAKERS

No. C.D. 5260R. Glass Counter. 6 ft. long
× 3 ft. high × 2 ft. deep. Glazed ½-in. drawn
plate glass, sliding glass doors at back. One
row of 12-in. glass shelves.

Polished Light Oak, £8.15.0

Mahogany finish . . . £9.0.0

Carriage extra

May we send you our latest 84-page Catalogue
No. CD 1820?

DUDLEY & COMPANY LTD.

451 Holloway Road, London, N.7

City Showrooms: 65 FORE STREET, E.C.

REUDEL BATH CUBES

now available in

XMAS GIFT BOXES



INCREASED RADIO ADVERTISING

has begun for 'Reudel' Bath Cubes in the popular "Message from the Stars" programmes seven days a week from Radio Normandy and a weekly Beauty talk from Radio Luxemburg. Only a limited quantity of wrapped boxes are available so make sure of obtaining your full stocks NOW to meet the increased demand and avoid loss of sales. Remember—bonus terms of 14 to the dozen on 'Reudel' Bath Cubes mean 14/- in your till for every 9/- invested, and, in addition, an assorted order of £2, £5 and £10 is subject to 5%, 7½% or 10% discount respectively. Bonus terms apply to all orders received up to the 24th December, 1938. (Minimum order 1 dozen 1/- boxes per shop).

14 BOXES

CHARGED

AS 12

5/- *PROFIT on* **9/-**
an OUTLAY of

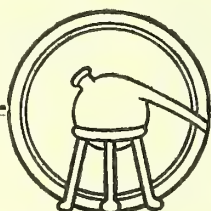
**NO
UNSALEABLE
STOCKS**

Attractive pelmet printed in gold, green, red and black on finest quality crepe paper will be sent with each order.



Should you have any stocks after Xmas, all you need do is to tear off the Xmas wrapper and you have the usual attractive standard display boxes.

INTERNATIONAL CHEMICAL CO. LTD., BRAYDON ROAD, LONDON, N.16



SECURITY

FOR BOTH SIDES OF THE COUNTER

On this page we illustrate three of the many sound reasons for the universal popularity of

Rexall

PREPARATIONS

which linked with the REXALL Policy of

HONESTY OF PURPOSE
SKILL IN MANUFACTURE

PURITY OF DRUGS

SATISFACTION TO THE USER

help to maintain and further the unique position of the Individual Chemist.

That is the picture from the Customer's Point of View, and from behind the Counter, the REXALL AGENT—with the possession of his Exclusive REXALL Agency—is assured of

QUALITY—FIXED PRICES—REAL PROFIT

and above all, complete security in

THE KNOWLEDGE THAT REXALL
PREPARATIONS ARE AVAILABLE ONLY
FOR SALE BY THE RETAIL CHEMIST.

*Enquiries from districts not covered by a Rexall Agency
will receive every attention.*

UNITED DRUG COMPANY LTD., NOTTINGHAM

C.F.H.





Christmas Gifts

Customers appreciate
suggestions
for Useful Presents

Try these well-known products in your Gift Displays. Christmas Stickers are available to give your showcards a seasonable air.

“HAZELINE’ SNOW”

(Trade Mark)

Showcard No. 079 and Counter-card No. 088, with appropriate Christmas message which may be attached or detached without defacing showcard, available on request.



Reduced facsimiles

‘HAZELINE’ CREAM

(Trade Mark)



Reduced facsimiles

Showcards No. 0943 and 0801, available on request, with appropriate Christmas message.

*If you already hold copies of the Showcards,
Christmas Stickers can be supplied separately.*



BURROUGHS WELLCOME & CO., LONDON

G 2084

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METHYLATED SPIRITS

QUICK DELIVERY

OF ANY QUANTITY

FROM ANY BRANCH

The METHYLATING Co., Ltd.,
 21, ST. JAMES'S SQUARE, LONDON, S.W.1. TELEPHONE WHITEHALL 6964-5

Branches at
 LONDON · LIVERPOOL · MANCHESTER · HULL · BIRMINGHAM · GLASGOW · LEITH and BRISTOL

METHYLATED METHCOL SPIRITS

Used for lighting
 BIG BEN and just
 as reliable



**THE RELIABILITY OF BIG BEN
 IS KNOWN THE WORLD OVER**

**SYMBOLS OF
 RELIABILITY**

THE RELIABILITY OF
SIEMENS
 BRITISH MADE
ELECTRIC LAMPS
IS EQUALLY WORLD RENOWNED

THERE IS A SIEMENS LAMP FOR EVERY LIGHTING PURPOSE

REDUCED PRICES

LAMP LIST N° 962 AND SHOP WINDOW LIGHTING EQUIPMENT LIST N° 471 SENT FREE ON REQUEST



Advt. of SIEMENS ELECTRIC LAMPS AND SUPPLIES LIMITED, 38/39 Upper Thames Street, London, E.C.4



The CHEMIST AND DRUGGIST

for RETAILER - WHOLESALE - MANUFACTURER

The official organ of The Pharmaceutical Society of Ireland, The Pharmaceutical Society of Northern Ireland, The Chemists' and Druggists' Society of Ireland, and of other Chemists' Societies in Overseas Dominions

Published Weekly at

28 ESSEX STREET, STRAND, LONDON, W.C.2

Telegrams: "Chemicus, Estrand, London"

Telephone: Central 6565 (10 lines)

BRANCH OFFICES

MANCHESTER: 4 CANNON STREET (TEL.: BLACKFRIARS 3052)
SHEFFIELD: 54 FOSTER'S BUILDINGS, HIGH STREET (TEL.: 22458)
GLASGOW: 19 WATERLOO STREET (TEL.: CENTRAL 2329)
BIRMINGHAM: 111 NEW STREET (TEL.: MIDLAND 2921)

AUSTRALIA: 19 QUEEN STREET, MELBOURNE, C.1
NEW ZEALAND: 553 SHORTLAND STREET, AUCKLAND
PARIS: 155 AVENUE DE WAGRAM, XVII^e (TEL.: ETOILE 19-79)
AMSTERDAM-C. HOLLAND: PLANTAGE FRANSCHELAAN 32

News of the Week

Key Industry Duty Exemption Notice

The Board of Trade has received an application under Section 10 (5) of the Finance Act, 1926, for an Order exempting CAESIUM BROMIDE from liability to key industry duty.

Any communications should be addressed to the Principal Assistant Secretary, Industries and Manufactures Department, Board of Trade, Great George Street, London, S.W.1, before October 21, 1938.

Proprietary Articles Trade Association

ADDITION TO PROTECTED LIST.—Parke, Davis & Co., Siblin, 2s. 6d., 20s. doz. Prices in Ireland (Eire), 2s. 8d., 21s. 3d. doz.
DELETIONS.—Shadforth Prescription Service, Ltd., White Lions; Blue Lion Fox Nuts; Shadspro and Neverill Old Salts.

Leicester

STORY OF THE PHARMACY SCHOOL.—The opening meeting of the winter session of the Leicester and Leicestershire Branch of the Pharmaceutical Society was held on September 27, Mr. E. H. Ward in the chair. Reports were given by the delegates to the Edinburgh Conference. Mr. Ward, in an address on "Leicester School of Pharmacy—Some Recollections," then gave an account starting with the early days of the century, when few facilities were available for assistants and apprentices of the districts to attend classes. In 1910 Mr. Burford (local public analyst for many years) was instrumental in persuading the local Pharmaceutical Association to take action resulting in the formation of a Pharmacy School in the College of Technology. Mr. Burford himself became the first teacher, and held the post (a part-time one) for some years. Mr. Ward commented upon the work of the late Mr. Arthur Young on behalf of the School during his chairmanship of the Pharmacy Advisory Committee of the College. During that period the school attained its present position as one of the best equipped departments of pharmacy in the Kingdom. Mr. Young was also mainly responsible for the apprenticeship scheme which, commencing as it did in 1929, was the first of its kind in the country, and has since been adopted by other associations. Mr. Eagle moved and Mr. Rimington seconded, a vote of thanks to the speaker.

Manchester

DINNER—DANCE.—The Manchester, Salford and District Branch of the Society, in conjunction with the Manchester Pharmaceutical Association, opened the new session with a reception and dinner-dance on September 28. The chairman (Mr. J. H. Franklin) expressed his pleasure at the presence of so large a gathering (nearly 200 were present).

GOLF.—The Manchester and District Pharmaceutical Golfing Society held its last meeting of the season at Northenden Golf Club on September 21. The customary match between president's and captain's teams was played, and they were so well matched that the result was a tie. Subsequently the president (Mr. J. H. Franklin) presided at dinner, supported

by the captain (Mr. W. J. Hope). The prizes were presented to the successful players by Mr. A. Maude as follows: *Hough, Hoseason prize* A. Davies, (2) T. Miller; *Captain's prize* A. Davies, (2) C. L. Compston; *Ucal prize* V. Cromach, (2) W. Gee; *Woolley trophy and replica* B. Westmacott, (2) R. Demaine; *Griffiths, Hughes prize* J. W. Aves, (2) T. Miller; *Robinson & Co. prize* (four ball) F. D. Gee and R. M. Shaw, (2) S. M. Bostock and T. Miller; *Kerfoot trophy and memento* R. Demaine, (2) W. E. Phillipson; *Bayer Products prize* W. E. Phillipson, (2) S. M. Bostock. *Mr. J. Cleworth's prize* (for the competitor who has not won a prize during the season returning the three best net cards) was won by Mr. J. A. Collins. The *Captain's prize* for visitors was won by Mr. N. Scott. Votes of thanks were accorded to Mr. A. Maude; the donors of the prizes; the secretary (Mr. W. E. Phillipson); and to the president, captain and treasurer (Mr. J. W. Aves).

Miscellaneous

FILM DISPLAY.—At the first meeting of the season of the Chester and District Branch of the Pharmaceutical Society a film display was presented, which included "Thyroidectomy" and the Olympic Games, 1936.

PARTY.—At an evening party arranged by the social committee of the Mansfield and District Branch of the Pharmaceutical Society, on September 27, a sum of over £2 was raised for the Society's Benevolent Fund. Twenty-four were present, and the programme included skittles, darts, bagatelle, and a spelling bee.

PHARMACY ACT CASES.—At Lytham Police Court, on October 3, Willie Clark, St. Annes, was summoned for unlawfully using the description "Ph.C." Mr. McManus, prosecuting for the Pharmaceutical Society, said defendant, who pleaded "guilty," possessed a certificate which he used showing that he was a qualified "Philosopher of Chiropractics" and he seemed to have used the title "Ph.C." innocently. Defendant was also an osteopath and dietician. Mr. McManus suggested that a small penalty would probably meet the case. For defendant it was stated that he had never held himself out to be a person qualified to sell or administer drugs. A fine of £1 was imposed.—At Harrogate, on September 27, Taylors Drug Co., Ltd., were fined £2 for unlawfully selling a poison, namely dinitrocresol. Mr. C. K. Phillips, prosecuting, stated that the poison, which was in the fourth schedule of the Poisons Rules, ought to have been sold only on a doctor's prescription, except in circumstances not material to the case. An inspector of the Pharmaceutical Society said he discovered the sale of the poison when he visited the defendant company's branch in Cambridge Crescent and examined the poison-register.

CONTENTS

See p. 383

Irish Notes

Irish Drug Association

Mr. P. A. Brady (president) was in the chair at a meeting of the committee of the Irish Drug Association held on September 26. It was reported that the Minister for Industry and Commerce had made an order under the Shops (Hours of Trading) Act, 1938, declaring certain businesses exempt from the obligation to observe the weekly half-holiday. (See *C. & D.*, September 17, p. 280.) The position, as now explained by the committee, is that most sections of the business carried on by a chemist are included in the list; there is no necessity either to close or to restrict sales on a weekly half-holiday. If any business is carried on by a chemist that is not included in the list given, such as the sale of watches, or fountain pens, he can remain open on the nominal half-holiday, but only for the sale of medicines or medical or surgical appliances. It is understood that it will not suffice to remove from shelves or counter the articles not exempted. If it is desired to be exempt from the obligation to observe a weekly half-holiday the only course is to cease dealing in such lines. The Prices Commission thanked the Association for co-operation shown in agreeing to send all future price alterations to that body.

Miscellaneous

BUSINESS CHANGE.—Dr. John V. McLoughlin, Ph.C., has opened a pharmacy at Swanlinbar, Belturbet, Co. Cavan.

DEDICATION.—At Hamilton Presbyterian Church, Bangor, on October 2, a communion table in Austrian oak, given by Mr. and Mrs. W. J. Busby in memory of their son, the late Mr. W. J. Busby, jun. (see *C. & D.*, 1935, II, 199), was dedicated by the minister of the church.

BENEVOLENT FUND DANCE.—The date of the annual dance in aid of the Benevolent Fund of the Pharmaceutical Society of Ireland has been fixed for November 21 at the Aberdeen Hall, Gresham Hotel, Dublin. A committee under Mr. G. C. O'Neill, M.P.S.I., Blackrock, is at work on the arrangements.

PHOTOGRAPHIC COMPETITION.—The Dublin Branch of the Photographic Dealers' Association has decided not to run a

photographic exhibition this year, but has advised members who have made pictures for competition to send them to the coming P.D.A. exhibition in London. The committee hopes to revive the competitions for dealers and assistants, and the exhibition, next year.

Scottish Notes

Edinburgh

BOOTS, LTD., have opened new premises at 6-8 Comiston Road, Edinburgh.

LINDSAY & GILMOUR, chemists, 11 Elm Row, Edinburgh, have taken over the business of Mr. George Cowie, M.P.S., 37 Dublin Street, Edinburgh.

GOLF.—There was a good attendance for the last competition of the season of the Edinburgh Chemists' Golf Club, on September 28, when the club prizes were played for over Murrayfield course. The following are the results: D. N. L. Philp (6) 77; J. Finlay (plus 1) 79; A. H. Gillies (7); A. S. Cooper (13) and G. Cowie (17) (tied) 84. Prizes presented by Mr. J. Finlay for the best six holes, less handicap, were won by the following: (1) T. Young, (2) E. Randall, (3) W. H. Chambers. In the final of the hole-and-hole competition for the T. & H. Smith Cup, Mr. Finlay beat Mr. D. N. L. Philp by one hole.

Miscellaneous

MR. D. HAMILTON, M.P.S., Paisley, has taken over the business of the late Mr. H. M. Logan, M.P.S., 13 Muir Street, Motherwell.

CONTROL OF UNQUALIFIED SELLERS.—Glasgow Corporation Health Committee reports that it has now received a letter from the Department of Health for Scotland stating that the Corporation's representations regarding the supervision over unqualified persons selling drugs to the public (*C. & D.*, February 5, 1938, p. 150), had been noted, but that it was unlikely that it would be found possible to consider legislation on the matter in the near future.

Topical Reflections

By Xrayser

Branch Representatives in Conference

Your report of the meetings of branch representatives at the Edinburgh Conference forms a useful addition to the previous accounts of other proceedings at the same event. In selecting two items of the agenda for comment, I am not implying that they are necessarily more important than any of the others, nor, on the other hand, that all are equally important. First, then, let me glance at the code of ethics which the Council is to "review" in consultation with the Tees-side Branch. I have just refreshed my memory on the subject of Joseph Ince's paper on pharmaceutical ethics read at the Conference of 1866. I do not propose to refer to its contents further than to mention that Ince began by discussing what he called "the ethics of the shop"; whereas from the purview of the proposed code before us is specifically excluded, among other things, "the mode of conducting business." If a code of pharmaceutical ethics has no relation to a pharmacist's mode of conducting business, one begins to wonder what its essential purpose is. Is it designed to remedy the deficiencies of his home training, his education, his social influences, or even his religion? None of the speakers at the meeting referred to seems to have remembered a lucid contribution to this old topic by a past-chairman of the Conference, Dr. F. W. Crossley-Holland, at a meeting of the Western (London) Pharmacists' Association in 1923 (*C. & D.*, 1923, I, 237). On that occasion Dr. Crossley-Holland suggested the formation of "an ethical committee" of the Western Pharmacists' Association for the purpose of drawing up such a code of ethics as he had outlined; but I do not remember that anything tangible ever resulted from the suggestion. After all, do we need a formal code of conduct in either professional or commercial life?

Chemists' Titles

The second discussion that chiefly appeals to me is the one on the proposed change in chemists' titles. I am not sure that the discussion added anything to what we already knew. The plain sense of the matter, as I view it, came from Leeds, with Mr. J. H. Gough as the protagonist: his amendment to the effect that nothing should be done to prejudice the use of existing titles was, I see, eventually adopted as a substantive motion. Another speaker remarked that there are "all sorts of chemists," and added that in the opinion of many, "especially in the scientific world," there should be "some recognition of the technical chemist as distinct from the pharmacist." I am not aware that technical chemists are in any real sense deprived of recognition; but however that may be, the British public will continue to speak of the pharmacist in business as "the chemist," and if he does not desire the addition "and druggist," he can append "and pharmacist," if he prefers it. There is no such mystery about the emergence of chemists and druggists as a separate class of traders as one of your correspondents on p. 376 appears to think. This subject was somewhat exhaustively investigated in your Special Issue of July 10, 1926, on p. 99, of which it is mentioned that in the eighteenth century twelve such titles (single, double and triple) were in use, often side by side. It is a fair inference that the continuance till now of "chemist and druggist" is a case of the survival of the fittest—or at any rate of the most fitting. Jacob Bell was mistaken in supposing that the three dispensaries opened in London, in the early part of the eighteenth century, by physicians in opposition to apothecaries had any important influence in producing chemists and druggists. The first known advertisement by a chemist and druggist in a London newspaper appeared on May 6, 1743.

Company News

P.C. means Private Company and R.O. Registered Office

H. S. FRANCIS (CHEMISTS), LTD. (P.C.).—Capital £500. Objects: To acquire the business of a chemist now carried on by Herbert S. Francis at 32 High Street, Guildford, as "H. S. Francis."

DAVIES CHEMISTS (HAVANT), LTD. (P.C.).—Capital £1,600. Objects: To acquire the business carried on by C. S. Davies at Havant, and to carry on business as wholesale and retail chemists and druggists, etc.

TOPPER PRODUCTS, LTD. (P.C.).—Capital £1,000. Objects: To carry on the business of manufacturers of perfumeries, cosmetics, drugs, oils, paints, etc. The first directors are to be appointed. R.O.: Wharfedale Street, Kensington, S.W.10.

NORTHERN SPECIALITIES (MANCHESTER), LTD. (P.C.).—Capital £1,000. Objects: To carry on the business of manufacturers of and dealers in chemicals, ointments, lotions, medicines, etc. Eric Wootton, 14 Stapleton Avenue, Heaton, Bolton, director.

EVERGLOSS POLISH CO., LTD. (P.C.).—Capital £1,200. Objects: To acquire the business of a polish manufacturer now carried on by Joseph Capper at Merton Road, Bootle, Lancs, and elsewhere, as "Evergloss Polish Co.," etc. Joseph Capper, 120 Crescent Road, Fazakerley, Liverpool, director.

DIAMOND & HOLDING, LTD. (P.C.).—Capital £1,000. Objects: To carry on business of manufacturers of and dealers in medical, electrical, chemical, toilet and pharmaceutical appliances and preparations and proprietary articles, etc. Elmer A. Diamond, 88 Drayton Gardens, S.W.10, director. R.O.: 438 Hedgmans Road, Dagenham.

BRITISH OXYGEN, LTD.—Interim dividend of 7 per cent. on the £2,841,252 ordinary capital for the year ending December 31 next. Warrants will be posted on October 31.

BURT, BOULTON & HAYWOOD, LTD.—Report for the year ended June 30, shows net profit £34,011 (£40,042), after allocating to reserves £10,000 (£12,754), making £210,000. Final dividend of 2½ per cent., less tax, plus a bonus of 1 per cent., less tax, on ordinary and workers' certificates, making 6 per cent. (7 per cent.); forward £12,165 (£9,437).

BEECHAMS PILLS, LTD.—Eno Proprietaries, Ltd.—At the meeting of Beechams Pills, Ltd., held in the first week of September, Mr. Philip E. Hill referred to the fact that negotiations were in progress which might shortly lead to interesting developments. We understand that certain of these negotiations have been completed, and that within the next few days shareholders in Eno Proprietaries, Ltd., will receive an offer from Beechams Pills, Ltd., for an exchange on the basis of five Beechams deferred shares for eight Eno Proprietaries, Ltd., ordinary shares. Acceptance of the offer is unanimously recommended by the directors of Eno Proprietaries, Ltd. Eno Proprietaries, Ltd., was formed in 1934 to acquire the business of Eno's "Fruit Salt" through the acquisition of the assets of International Proprietaries, Ltd., of Canada, including all the issued share capitals of J. C. Eno, Ltd., of England, and of associated companies in Canada, South Africa, Australia, United States, Colombia, Mexico, Argentina, Brazil and Venezuela, and the capital of Globe Distributors, Ltd. In addition, the company acquired directly or indirectly the whole of the issued share capitals of companies responsible for the distribution of Eno's "Fruit Salt" and other proprietary articles in North, Central and South America, Australia, New Zealand, and the Far East. The company also controls Scott & Bowne, Inc., of New Jersey, proprietors of the American continent rights for Scott's Emulsion. Another acquisition from International Proprietaries was the share capital of the Thermogene Co. J. C. Eno, Ltd., acts as distributor for the products of the Thermogene Co. and for Vitamins, Ltd., makers of "Bemax," and for the Pompeian Co., Inc. Authorised and issued capital of the company is £2,000,000, divided into 1,000,000 5½ per cent. cumulative preference £1 shares, and £1,000,000 in 5s. ordinary shares.

ST. MARY'S PHARMACY, LTD.—Notice is given in "The London Gazette" that a meeting of the creditors of the above-named company has been convened for October 13 at Kimberley House, 14-17 Holborn Viaduct.

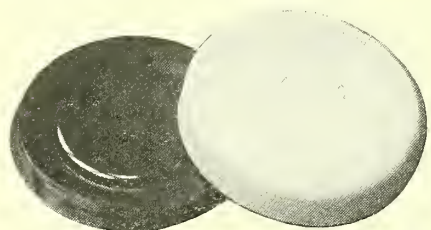
Stock Exchange Prices

£1 shares unless otherwise stated	Dec. 31, 1937	Aug. 30, 1938	Sept. 30, 1938
	s. d.	s. d.	s. d.
Allen & Hanburys, 7% Prefd. Ord. ...	26 0	27 4½	26 3
Amalg. Dental Co., 8% Prefd. Ord. ...	25 6	26 0	25 0
Deferred £1 ...	14 0	13 0	12 6
Aspro, Ltd., 5s. shares ...	16 6	17 3	15 3
Ayrton, Saunders & Co., 7½% Pref. ...	25 6	23 3	23 3
Beechams Pills, Deferred 2s. 6d. shares ...	58 9	55 0	58 4½
Benger's Food, Ord. ...	39 6	19 3	20 0
Benzol & By-Products cum. part. Pref. ...	12 6	14 9	17 0
Berger (Lewis) & Sons, Ord. ...	56 3	51 9	50 0
Blundell Spence & Co. ...	16 3	13 3	13 9
Boake (A.), Roberts & Co., 5% Pref. ...	22 0	20 6	21 3
Boots Pure Drug, Ord. 5s. shares ...	45 6	40 0	42 6
Boots Pure Drug, 7% "A" Prefd. Ord. ...	33 0	32 9	32 9
Boots Cash Chemists (S.), 6% "A" Prefd. ...	29 0	28 9	28 9
Borax Consol., Dfd. Ord. ...	27 0	25 0	25 0
Bovril, Ord. ...	26 6	27 9	28 0
Ddfd. ...	22 6	20 0	19 6
British Industrial Plastics (formerly British Cyanides), Ord., 2s. shares	2 7½	2 9	2 9
British Drug Houses, The, Ord. ...	24 3	21 3	21 3
British Glues & Chemicals, 4s. Ord. ...	5 9	4 10½	5 0
British Oil and Cake Mills, Prefd. Ord. ...	46 6	45 0	43 0
British Oxygen, Ord. ...	82 6	66 3	73 9
British Photo. Indus., 6% Cum. Pref. ...	3 6	3 6	3 0
Burt, Boulton & Haywood, Ord. ...	20 6	19 3	18 9
Bush (W. J.) & Co., 5% Pref. £5 ...	105 0	103 0	101 3
Callard, Stewart & Watt, Ord. ...	4 6	6 3	6 3
Cooper, McDougall & Robertson, Ord. ...	33 0	27 0	26 3
Crosfield (Joseph) & Sons, 6½% Pref. ...	30 0	29 0	28 3
Dubarry Perfumery Ord. 1s. ...	2 7½	2 3	2 3
Eno's Propriet'y, 7½% Pref. ...	22 6	21 3	21 3
Eno's Propriet'y, Ord. 5s. ...	6 1½	6 0	5 9
Evans Sons Lescher & Webb, Ord. 6s. 8d. shares	5 3	3 3	3 3
" " " 6% cum. part. Pref.	7 9	6 3	6 3
Field (J. C. & J.), Ord. ...	23 9	23 9	22 6
Galloway (P. H.), Ord. 2s. ...	3 0	2 9	2 9
" " 7½% Cum. Pref. ...	26 6	26 3	26 3
Genatosan, Ltd., 1s. ...	6 4½	4 6	5 0
Gossage (William), 6½% Pref. ...	30 0	29 0	28 9
Greiff-Chemical H'dings, Cum. Pref. 10s. ...	9 6	10 0	10 0
Ord. 5s. ...	6 10½	6 3	6 3
Griffiths Hughes (Kruschen), Ord. ...	15 0	9 9	9 6
Grout & Co., Ord. ...	13 0	8 6	8 3
Hodders, Ord. 1s. ...	0 9	0 6	0 7½
Iford, Ltd., Ord. ...	28 9	29 1½	28 3
" " 6% Pref. ...	25 6	26 3	25 7½
Imperial Chemical, 7% Pref. ...	33 6	31 10½	31 9
" " Ord. ...	35 0	30 3	31 3
Intern. Sponge Importers, 6% Pref. ...	7 3	3 6	5 0
Knight (John), 25% Prefd. Ord. ...	100 0	92 6	95 0
Laporte (B.) & Co., Ltd., Ord. ...	90 0	86 3	83 9
Lever Bros., Ltd., 7% Pref. ...	31 3	30 6	31 0
" " 8% Pref. ...	33 3	32 0	30 9
" " 20% Prefd. Ord. 5s. ...	21 0	19 4½	19 9
Lewis & Burrows, Ord. ...	24 9	23 9	22 6
" " 6% Pref. ...	22 0	21 3	19 6
Liebig's Ext. of Meat, Ord. £5 ...	£15½	£16½	£15½
Macleans 6% Red. Pref. ...	22 9	22 6	21 9
Mellin's Food, 6% Pref. ...	1 6	1 10½	1 10½
Nathan, J. (Glaxo), 7% Pref. ...	23 6	23 6	21 10½
" " 8% Prefd. 10s. ...	13 0	10 9	10 0
" " Ord. 1s. ...	6 10½	4 7½	5 0
Pears (A. & F.), 5% Deb. £100 ...	£110	£109	£109
Reckitt & Sons, Ord. ...	103 9	107 0	103 9
Sangers, Ord. 5s. ...	23 0	22 9	22 0
" Sanitas," The, Co., 9% Pref. ...	29 1½	27 6	26 3
Sanitas Trust, 10% partic. Pref. ...	29 4½	28 6	25 9
Smith (Stephen) & Co., Ord. 5s. ...	10 9	9 6	9 6
Spratt's Patent, Ord. ...	58 9	45 7½	45 0
Stevenson & Howell, 6½% Cum. Pref. ...	25 0	24 0	24 0
United Glass Bottle Man., Ord. ...	49 6	48 6	47 6
Veno Drug Co., 8% Pref. ...	24 9	26 6	25 3
Virol, Ltd., Ord. ...	31 3	28 9	28 9
" " 7% Pref. ...	24 0	24 9	24 3
White (A. J.), Ltd., Ord. 10s. ...	18 6	17 3	17 0
White (Timothy) & Taylors, 7½% Pref. ...	29 9	30 6	29 6
Ord. 5s. ...	26 6	24 9	24 6
Woodlands, Chemists, Ord. 5s. ...	1 0	1 0½	0 10½
Wright, Layman & Umney (1932), 7% cum. Pref. ...	24 0	23 0	22 0

Trade Notes

DRY SHAVER.—Mayer, Newman & Co., Ltd., 51 Farringdon Road, E.C.1, direct attention to the Kwikshave electric dry shaver, which is offered at advantageous rates.

PLASTIC DENTIFRICE CONTAINER.—Universal Metal Products, Ltd., Langley Road, Pendleton, Salford, Lancs, have recently prepared a plastic dentifrice container for D. & W. Gibbs, Ltd., London. The material used is white paper filled with urea powder for



the lid and black wood filled with the same powder for the base of the container.

PARFUMS MOLYNEUX.—Les Parfums Molyneux, 58 Newman Street, London, W.1, direct attention to the well-known Molyneux perfumes, details of which are given in our advertisement pages.

DURHAM-DUPLEX RAZOR.—This razor, which is stated to be the only safety razor on the market giving the diagonal stroke with the hollow-ground tempered blade, is advertised in this issue. Full details are given.

REDUCTION IN PRICE.—The British Thomson-Houston Co., Ltd., Crown House, Aldwych, London, W.C.2, announce a reduction in price of Mazda lamps. Chemists are invited to write for a copy of the new Mazda catalogue.

PARFUMS CHANEL.—An illustration of Chanel products appears elsewhere in this issue, and all inquiries concerned with them should be sent to Parfums Chanel, Ltd., Standbrook House, 2-5 Old Bond Street, London, W.1.

NEW DEODORANT.—Lacoste et Cie, 15 Three Crown Square, Southwark Street, London Bridge, S.E.1, direct attention to the British deodorant for the elimination of perspiration and its odour. Details of the pack are given in this issue.

RECKITT'S BATH CUBES.—Reckitt & Sons, Hull, advertise Reckitt's bath cubes, which are stated to offer a still greater appeal this winter in the special Christmas pack illustrated in our advertisement pages. Boxes of two sizes are issued.

ERASMIC CHRISTMAS CASKETS.—The Erasmic Co., Ltd., Warrington, suggest that chemists display the Erasmic Christmas packs for gifts. A fully illustrated catalogue will be sent post free on application.

HOT-WATER BOTTLES.—Reliance Rubber Co., Ltd., Cremorne Works, Lots Road, London, S.W.10, are offering special Christmas packs of their bottles, a description of which appears elsewhere in this issue. Orders and inquiries may be sent direct.

SIEMENS ELECTRIC LAMPS.—Siemens Electric Lamps and Supplies, Ltd., 38-39 Upper Thames Street, London, E.C.4, compare the reliability of "Big Ben" with that of Siemens electric lamps. Incidentally, these lamps are used for lighting "Big Ben."

HOME MOVIES.—Kodak, Ltd., Kingsway, London, W.C.2, direct the attention of chemists to the new way to winter profits for Kodak dealers. This offer is concerned with the Kodascope home entertainment plan, details of which are given elsewhere in this issue.

SOMETHING NEW IN LIGATURES.—J. F. Macfarlan & Co., 109 Abbeyhill, Edinburgh, 8, announce the introduction of Macfarlan's sterilised surgical ligatures which, it is stated, fulfil all the requirements of first-class catgut and comply with the requirements of the Therapeutic Substances Act.

BUKSTONE TONIC WINE.—Thos. A. Buxton, Ltd., 17 College Hill, London, E.C.4, direct the attention of retailers to what they describe as "a wine that is different." Bukstone wine contains pure meat and herbal extracts, malt and other nutritious and beneficial ingredients. Further details appear in our advertisement pages.

D. & P. WORK.—Photocrafts, Ltd., Gateshead-on-Tyne, occupy a new factory on the Team Valley Trading Estate which they have equipped and organised so that D. & P. work can be dispatched within the regulation period of time. We are informed that the turnover this summer has been many tens of thousands of prints a week. Mr. Stewart, principal director of Photocrafts, Ltd., has been especially successful with the personal snapshot Christmas card. His slogan is "Photography is best done by your chemist," and he informs us that this has been much appreciated by dealers.

MULTIVITE PELLETS.—The British Drug Houses, Ltd., Graham Street, City Road, London, N.1, inform us that they have withdrawn the 4s. 6d. tin of Multivite and replaced it by a tin of fifty pellets and a flask of 100 at advantageous prices to retailers. The B.D.H. have taken this step because they realise that there is an immense potential market for Multivite, and they wish to bring the price of Multivite pellets to a level which will be within the reach of most people. Chemists are requested to co-operate in making this price reduction as widely known as possible by means of new showcards which are illustrated in this week's issue.

ROTARY TABLET MACHINE.—Manesty Machines, Ltd., Liverpool, have recently introduced a new addition to their range of tablet machines—the Manesty "B.B." rotary machine. This machine is entirely British-made and has been designed particularly to meet the requirements of British tablet makers. It is designed to meet the requirements of manufacturers specialising in large outputs of pharmaceutical tablets or compressed sweets. By the use of multiple punches and dies and accuracy of design and construction, an output of 1,000 to 1,500 tablets per minute of any diameter up to $\frac{1}{2}$ in. has been achieved. The Manesty "B.B." machine is fitted with 27 top punches, 27 bottom punches and 27 dies and every revolution of the turret produces two tablets from each set of punches and dies. The pressure is easily controlled and adjustable for either soft or hard tablets, and such as to assure that all tablets are exactly the same weight. All adjustments are simple and can be made while the machine is running. The new machine, like all other "Manesty" rotary tablet machines, is specially designed to prevent "capping." This problem has been specially studied at the Speke Works at Liverpool, where the experimental tablet compressing department is always ready to give advice and assistance.

SILVIKRIN STAND.—Illustrated on this page is the Drugs, Ltd., stand at the recent Hair and Beauty Fair at Olympia.



Messrs. Drugs, Ltd., 145 Sydney Road, London, N.10, are the manufacturers of Silvikrin hair preparation.

Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary and Year-Book," 1938, p. 302.

(From "The Trade Marks Journal," September 21, 1938)

SCHEDULE IV

- "NULON"; for preparations for the nails (3). By Walden & Co., (Nufix), Ltd., Rookery Way, The Hyde, London, N.W.9. 600,286.
- "SOLIDOX"; for dentifrices, perfumery, cosmetics and hair oils (3). By John Knight, Ltd., The Royal Primrose Soap Works, London, E.16. 600,279.
- "SALVACRETE"; for dentifrices (3). By Highfield Appliances, Ltd., 9 Springfield Street, Warrington. 600,407.
- "MAGNASTRA"; for all goods (5). By F. C. Calvert & Co., Ltd., Tower Chemical Works, Gibbon Street, Bradford, Manchester. 600,162.
- "LEWADE"; for pharmaceutical substances, etc., plasters, bandages and disinfectants (5). By E. E. Lewis, 52 Antrobus Road, Handsworth, Birmingham, 21. 600,186.
- "JEYSENE"; for pharmaceutical substances, infants' foods, bandages, disinfectants, weed and vermin destroyers (5). By Jeyes' Sanitary Compounds Co., Ltd., 99 Regent Street, London, W.1. 600,179. (Associated.)

(From "The Trade Marks Journal," September 28, 1938)

SCHEDULE III

- "DERROPHEN"; for all goods (2). By Bayer Products, Ltd., 31 Basinghall Street, London, E.C.2. 586,905.
- "MARIFINE"; with design of pine tree and sea; for disinfectants and deodorisers made from extracts of seapine, excluding soap (2). By Kay Bros., Ltd., Hurst Street, Reddish, Stockport. 584,403. (Associated.)
- "EUMATONE"; for medicinal chemicals (3). By A. Hirschfeld, 8 Jernyn Street, Princes Avenue, Liverpool, 8. 586,378.
- "TESTOVIRON"; with device of sign of Mars; for medicinal male hormones (3). By Schering, Ltd., 185 High Holborn, London, W.C.1. 583,599.
- "SEYATOME"; for perfumery (48). By R. Crawshaw and S. H. Godfrey, 17 Clifton Road, London, N.22. 586,106.

APPLICATION AMENDMENT

The specification for "Izo" in Class 3, No. 580,970, by Newton, Chambers & Co., Ltd., has been amended to "Antiseptic medicated preparations for human use, being in liquid form, or in water-soluble tablet or powder form."

(From "The Trade Marks Journal," October 5, 1938)

SCHEDULE III

- "JUDACTAN"; for photographic chemicals, etc. (1). By The General Chemical & Pharmaceutical Co., Ltd., Harrow Road, Sudbury, Middlesex. 587,196.
- "OZ-TOX"; for agricultural, veterinary and sanitary chemicals, etc. (2). By Ozonol Laboratories (1930), Ltd., 7 New Wharf Road, London, N.1. 585,887.
- "HAMILPINE"; for disinfectants and deodorisers (not toilet), containing pine extracts (2). By John M. Hamilton & Co., Ltd., Humber Oil Works, Wincolmlee, Hull. 586,295.
- "BUTESIN"; for local anæsthetics (3). By Abbott Laboratories, Ltd., 388 St. Paul Street West, Montreal, Canada. 583,135. (Associated.)
- "STAMEX"; for medicated toilet paper, paper handkerchiefs, etc. (3). By St. Andrew Mills, Ltd., 34 St. Andrew Road, London, E.17. 587,071.
- "BATHRIX"; for medicated bath salts and preparations for treating rheumatism, etc. (3). By Bathrix, Ltd., 65 Renfield Street, Glasgow, C.2. 586,550.
- "NEKVOMAX"; for medicated preparations for toothache (3). By A. F. Echberg, 296 High Holborn, London, W.C.1. 587,108.
- "ANTOIN"; for medicated tablets for rheumatism, neuritis, etc. (3). By Hellmuth E. Heitz, 85 New Bond Street, London, W.1. 586,789.
- "SYNDAGYN"; for medicinal chemicals (3). By May & Baker, Ltd., 42 St. Paul's Churchyard, London, E.C.4. 587,042. (Associated.)
- "DUNELM"; with device of Durham Cathedral sanctuary knocker (word "Dunelm" disclaimed); for medicinal chemicals (3). By Holiday & Co., Ltd., City Mills, Claypath, Durham. 587,166. (Associated.)
- "MONOTYPE"; for photographic apparatus (8). By The Monotype Corporation, Ltd., 43 Fetter Lane, London, E.C.4. 582,455. (Associated.)

Marriages

FORBES—RETTIE.—At the South Church, Torphins, Aberdeenshire, on September 21, James M. Forbes, M.P.S., to Frances S. Rettie.

GAZE—POOL.—At St. John's Church, Southall, on September 22, W. L. Gaze, F.B.O.A., F.S.M.C., son of Mr. W. E. Gaze, M.P.S., Highams Park, London, E.4, to Jessie Pool.

GEE—TYLER.—At Leicester, on October 1, John P. Gee to Rachel Thornton, daughter of Mr. H. C. S. Tyler, chairman of A. de St. Dalmas & Co., Ltd., wholesale chemists, Leicester.

KENNEDY—BRYDON.—At St. David's Memorial Church, Kirkintilloch, on October 3, William P. Kennedy, M.P.S., to Mary C. Brydon.

Deaths

GOWER.—Recently, Mr. John Gower, M.P.S., Llanharan, Glam. Mr. Gower passed the Pharmaceutical Society's Minor examination in 1911.

NAPPIN.—Recently, Mr. Arthur Nappin, chemist and druggist, Couchan, Isle of Man. Mr. Nappin passed the Pharmaceutical Society's Minor examination in 1904.

Personalities

COUNCILLOR D. HAYNES, J.P., M.P.S., Parkstone, is the sheriff-elect of Poole.

MR. M. D. NIXON has joined the sales staff of Pinaud, Ltd., manufacturing perfumers, London, S.W.12.

MR. A. SULLIVAN, a director of the United Drug Co., Ltd., gave an address on his own career before the local Rotary Club on September 26.

THE WINNER of the Fairchild scholarship for 1938 in the United States is Arthur W. Steers (University of Washington college of pharmacy). There were twenty-six candidates.

MR. I. W. CHAPMAN, M.P.S., and MRS. CHAPMAN, 42 Springfield Road, Hull, celebrated the fifty-seventh anniversary of their wedding on September 25. Mr. Chapman, a former president of the Hull Pharmaceutical Association, was in business in Charles Street, Hull, for many years prior to his retirement in 1934.

MR. HAROLD KITCHEN, a member of the staff of Tin Boxes, Ltd., West Hartlepool, has devised a means for the rapid assembling of gas masks, whereby a considerable saving of time can be effected. During the recent urgent demand for respirators, his design was approved by the appropriate authorities, and large numbers of the device were made for distribution to A.R.P. centres.

Business Changes

MR. E. R. PEAR, M.P.S., has opened a business at 557 Valley Road, Basford, Nottingham.

THE SURREY CASH CHEMISTS, LTD., are shortly opening premises at 1 Station Approach, Merstham, Surrey.

MR. GRANVILLE SHAW, Ph.C., F.S.M.C., who has represented J. Woolley, Sons & Co., Ltd., Manchester, for thirty years, has acquired the business of the late Mr. James Gelsthorpe, M.P.S., 69 High Street, Lough Eaton, Nottingham.

HALE & SON have moved to Plantation House, Mincing Lane, London, E.C.3. Telephone: Mansion House 2277. Messrs. Hale & Son, who are the oldest firm of produce brokers in London, were established in 1780 at Lime Street Square, E.C., moving to their old address in Fenchurch Avenue over 60 years ago. Their new offices in Plantation House are on the ground floor at the main entrance to the building.



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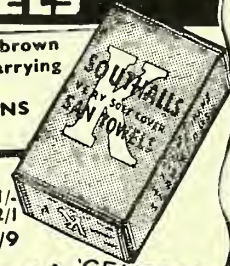
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Chart of War Gases

"THE CHART OF WAR GASES" (Reprinted from C. & D. 30.IV.38.) provides in a concise and clear form a brief description of the chief poison gases; methods of detection; their effects and time action, and an outline of the First Aid methods to be employed to casualties. The chart has been carefully drawn up and is based on information contained in the Home Office A.R.P. Handbooks and the manuals of national First Aid organisations. It should be useful to the pharmacist in the course of his business. Customers interested in the purchase of air raid precautions goods will appreciate a copy for their own use. Chemical manufacturers and firms engaged in all branches of the wholesale drug trade will find the chart of practical use in connexion with arrangements they make for air raid precautions, and it is suggested that copies of the chart should be distributed to their staffs.

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THE CHEMIST AND DRUGGIST

VOL. CXXIX

October 8, 1938

NO. 3061

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Retailers' Christmas Buying

ALTHOUGH the Christmas Trade Number of THE CHEMIST AND DRUGGIST appears three weeks later than its counterpart of the last year or two, this is not due to intelligent anticipation of international crises, but is a result of the lateness, this year, of the British Pharmaceutical Conference. Nevertheless, its appearance is timely for two reasons. First, the minds of chemists are now clear, as they could not have been even so recently as last week, to devote undivided attention to a matter closely affecting the prosperity of their business affairs. Secondly, the demand is now a more determinable factor in the problem of estimating gift stock requirements. The probability is, in fact, that the public will spend with greater freedom than during the last few Christmas seasons. As in the past, we have endeavoured, in this issue, to present a clear and suggestive, if necessarily incomplete, pre-view of the goods specially manufactured by chemists' regular suppliers for sale in chemists' shops as Christmas gifts. It will be observed that the sections dealing with Novelties are this year particularly strong. This applies not simply to children's gifts, which are enriched with a variety of articles carrying representations of the chief characters from Walt Disney's highly successful cartoon film "Snow-White and the Seven Dwarfs," but also—and, perhaps, especially—to ingenious containers for small bottles of perfume. One or two new perfumes have made their appearance, and these receive due notice, whilst the latest developments in perfume-spray design are reflected in an article under the title "Perfume Sprays." Of recent times the introduction of a variety of luxury preparations for use in the bath has introduced a new class of user to a standard of bathing that was previously only indulged in by people who may be said to have been more than comfortably off. A special page under the heading "Bath Luxuries" is therefore appropriate, and the reader is offered an illuminating article on baths and bathing as the second instalment of "Beauty Through the Ages" (the first was in the Annual Special Issue, June 25).

Crisis Business

THE substantial increase in business, both wholesale and retail, recorded last week was, of course, due almost entirely to the grave threat of an international conflict on a major scale. Commodity values naturally stiffened but there was no general inflation. The tendency for prices to advance did not deter consumers from placing orders for quantities of materials somewhat in excess of their usual demands. The essential point was to cover requirements for some time ahead: the price was a more or less secondary consideration. The demand during the last few days of September for crude drugs in particular and for essential oils and such pharmaceutical chemicals as quinine, iodides, bromides, aspirin, etc., has been exceptionally heavy with sellers forced to resort to a system of rationing in some cases. It is satisfactory to be able to record that manufacturers, merchants and wholesale distributing houses did not make a general increase in their prices: in fact, in the large majority of cases their former values remained unchanged throughout. The débâcle seemed inevitable and then, almost at the last hour, it was happily averted. Commercial conditions returned at a stroke to what we have for many years accepted as normal. There was no longer the urgent need for industry to secure supplementary stocks of materials and prices, where they had risen, quickly moved back to their former levels.

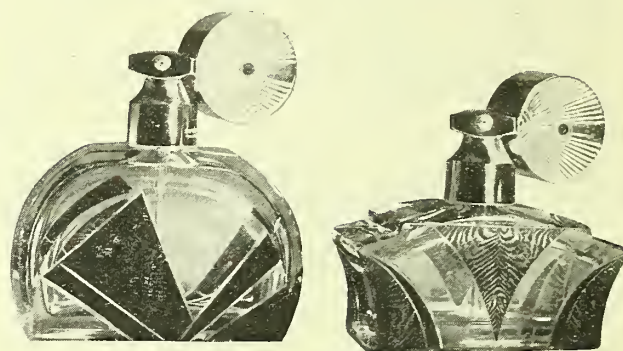
With this sudden and unexpected *volte-face* in the position some buyers appear to have found themselves rather overloaded with stocks and commitments, and a few are now seeking relief from the position. While there is reason for stating that the most of the goods sold wholesale under crisis conditions have been, or will be, taken up without question, there has been a number of instances, we understand, where the buyers have approached their sellers indicating their desire to cancel orders on the ground that they will not now need the goods. In isolated cases buyers have intimated that unless their orders are cancelled they might have to consider taking their future business elsewhere!

Buyers who ordered abnormally must have taken a view of the position: they did, in a manner, insure against the effects of war on their businesses. The fact that the risk is no longer grave and imminent is no reason why they should not pay the premium, or in other words, take up the goods they contracted to purchase. Confidence of the contracting parties in each other to carry out their obligations under a contract is the corner-stone of all business. Cancellations should not be allowed to become an accepted practice simply because of exceptional happenings such as was experienced last week. Bargains struck between buyers and sellers were not affected in any way. Where the circumstances point to the buyer having purchased for speculative purposes he should definitely be held to his contract. On the other hand, where the purchase was made to cover reasonable consuming requirements the seller might quite voluntarily meet his buyer by coming to an amicable arrangement. Even so, a contract is a contract.

According to reports from all parts of the country retail trade was brisk, particularly in first aid articles, stocks of which were quickly exhausted with wholesale houses finding it difficult to meet the call for fresh supplies. It is of interest to hear that in some districts the local authorities bought up all the available supplies of hospital and first aid equipment and articles.

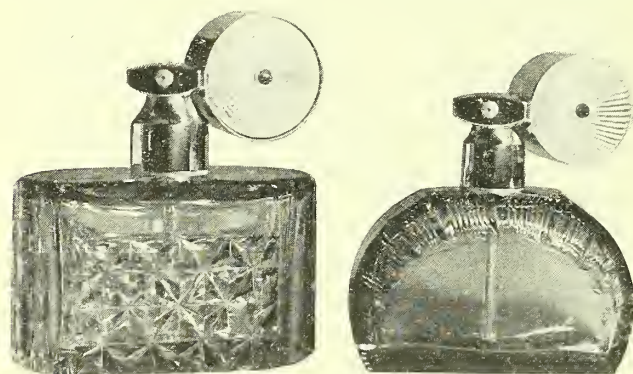
PERFUME SPRAYS

THE history of the perfume spray dates back to about 1870, and one of the first models was shown at the Paris Exhibition of 1878. At first the sprays were made by individual artisans, and it was not until a few years before the war that manufacturing on an industrial scale began. The perfume spray is rapidly becoming popular because the quality of good perfume can only be appreciated to the fullest extent when it is applied with a spray. Formerly, perfume was sprinkled from a bottle on to a handkerchief, often producing a stain and without giving the subtle fragrance resulting from perfume which is dispersed by a spray. Until recent years the perfume spray was not popular with the masses, as the articles produced were neither solid nor practical, but when the industry was taken in hand seriously by manufacturers who specialised in it, designs were evolved which could be guaranteed to give satisfaction under reasonable conditions. Perfumes of quality are made with products of choice, and are

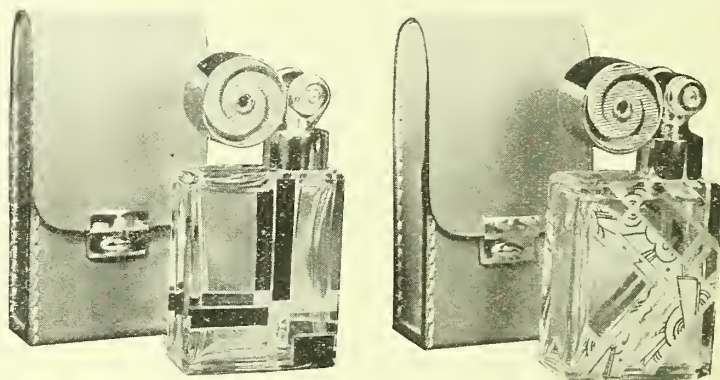


For presents, the perfume spray may be sold all the year round. It gives an elegant note to the window display and invites the customer to linger when it is shown inside the shop. The customer who ventures to buy one may show his further good taste by having an expensive perfume packed with the spray. An excellent opportunity arises, in the majority of instances where a customer enters a pharmacy for perfume, of the making a double sale of perfume and spray, and it will be found that there are few customers who would not welcome a suggestion of this kind. The travelling spray allows a woman to pack her perfume without fear of spilling or leakage from the delicate bottles used nowadays for some perfumes.

To the chemist the perfume spray is always a useful asset in selling perfumes, as the true character of the majority of highly concentrated perfumes available to-day can only be accurately judged when the perfume is completely vaporised and distributed comparatively evenly in the atmosphere. The majority of customers prefer, unless they intend to buy a particular brand, to test various kinds of perfumes before actually making the purchase, and many manufacturers are willing to



of necessity expensive; the use of a perfume spray avoids waste and allows every drop to be used effectively. The spray which gives real service and which is well designed serves many purposes. It can be used for applying lotions and astringents, and dyes or hair-cleansing preparations are easier to handle with a spray. Other liquid beauty products can also with advantage be sprayed on to the face and body. Manufacturers of beauty products have discovered that the use of a good spray ensures the even spread of the product and avoids the inflammation which sometimes is engendered by friction or by applying perfume by means of cotton-wool. There is almost as much difference between the application of perfume with cotton-wool or the corner of a towel and with the perfume spray as there is between the sensation of water thrown at the face and that of softly dropping rain. The first is a shock—the second is soothing and refreshing.



supply testing samples of their perfumes for the pharmacy. These can be used to the best advantage by displaying them in a uniform series of small attractive sprays and arranging them on the perfume counter within the reach of the customer with an indication of the particular perfumes in them. The sprays shown on this page give an idea of the present trend of fashion in these goods, and the illustrations are reproduced of models by Marcel Franck et Cie, Paris. The sprays are all of cut crystal glass, and are mounted with chromium plated fittings. Some of the sprays are available in several colours. All the sprays are supplied in attractive boxes suitable for presentation, and some of those shown in the lower illustrations are supplied with leather cases of high-class finish. It will be noted that in every case the pressure used in operating the spray is produced by squeezing the cylinder on the metal mount. Thus, with sprays of this pattern, the difficulties sometimes encountered with sprays fitted with a rubber bulb are eliminated.



GIFT GUIDE

With seventy-eight days to go before December 25, most manufacturers have completed their special Christmas issues and chemists will not wish to leave much longer their purchases of gift stock. To make selection as easy and as informed as possible, THE CHEMIST AND DRUGGIST again presents its illustrated review of what makers are offering. On this page are included items from each department.

1. Moulded hot-water bottle, size 3, with side handle, in transparent envelope bearing Christmas design and enclosing greeting card; the whole packed in Christmas display carton with space for greeting and address (for sending direct). RELIANCE RUBBER CO., LTD.

2. Wistaria perfume in gold and heliotrope pack—the most recently introduced perfume of H. BRONNLEY & CO., LTD.

3. Bex compact fitted first-aid set in handsome green or black resinoid hinged-lid box with title "First Aid" on raised panel on lid; size 7½ in. by 6¾ in. by 2 in. BRITISH XYLONITE CO., LTD.

4. Box of three Wistaria toilet soaps. H. BRONNLEY & CO., LTD.

5. Gift box containing two eau-de-Cologne toilet soaps and bottle of eau de Cologne. RICHARD HUDNUT, LTD.

6. Ladies' 6-piece dressing case in real morocco of assorted colours, zipp-fastened, with hair-brush, dressing comb, mirror, empty bottle and two jars. BRITISH XYLONITE CO., LTD.

7. Ladies' brush and comb set, Orchid pattern, in pink, blue or mottled green horn in transparent box. BRITISH XYLONITE CO., LTD.

8. Old English lavender toilet soap. BOURJOIS, LTD.

9. Evening in Paris perfume in special gift outer. BOURJOIS, LTD.

10. "Chrysanthemum" pot-pourri jar—one of a range offered by POTTER & CLARKE, LTD.

J. & E. ATKINSON, LTD., offer an assortment in advance of previous years, at prices from 2s. 3d. to 10s. 6d. The example contains lavender water, talcum powder, toilet soap and bath cubes.

BOURJOIS, LTD.—Evening in Paris bath soap and ten bath cubes in circular gift box.

LUCE'S EAU DE COLOGNE CO., LTD.—Gold box containing Jersey Lily or Jasmine perfume and two tablets of toilet soap.

POTTER & MOORE, LTD.—Lavender gift coffret containing lavender water, talcum powder, bath crystals and powder cream.

PERFUMERY

THE various makers' ranges of gift boxes of perfumes and perfumed toilet articles, though, on the whole, less numerous than in recent years, are on an exceptionally high level of attractiveness. Full advantage has been taken of improved methods of packing, the designs on the cover papers are dainty and include some that are novel in subject and treatment, while the seller's interests are looked after in the precisely trimmed outer coverings of card that guard the gift boxes from damage in transit. It is a drawback that in depicting the contents of the cases the covering papers are turned out of sight.

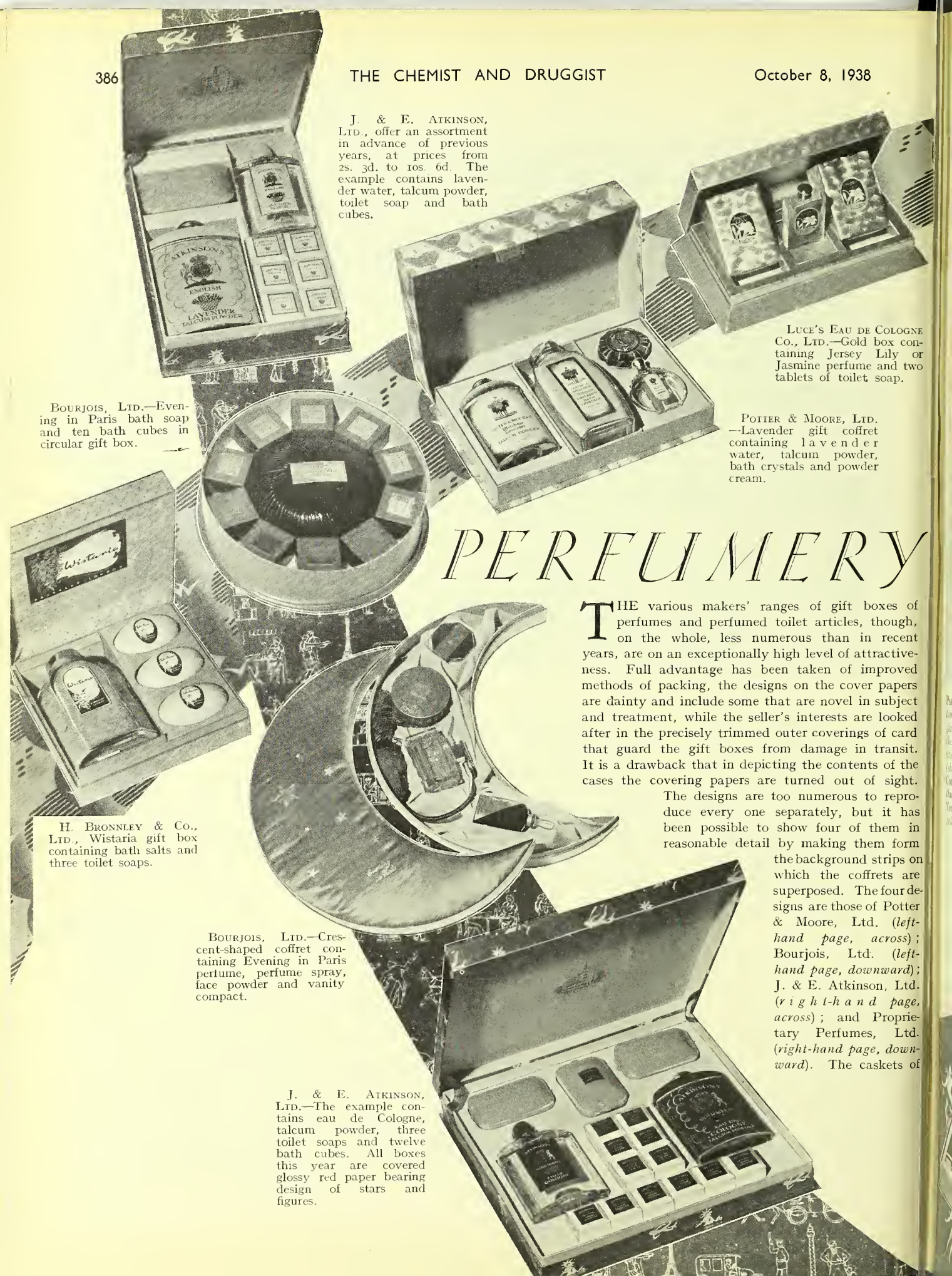
The designs are too numerous to reproduce every one separately, but it has been possible to show four of them in reasonable detail by making them form

the background strips on which the coffrets are superposed. The four designs are those of Potter & Moore, Ltd. (*left-hand page, across*); Bourjois, Ltd. (*left-hand page, downward*); J. & E. Atkinson, Ltd. (*right-hand page, across*); and Proprietary Perfumes, Ltd. (*right-hand page, downward*). The caskets of

H. BRONNLEY & CO., LTD., Wistaria gift box containing bath salts and three toilet soaps.

BOURJOIS, LTD.—Crescent-shaped coffret containing Evening in Paris perfume, perfume spray, face powder and vanity compact.

J. & E. ATKINSON, LTD.—The example contains eau de Cologne, talcum powder, three toilet soaps and twelve bath cubes. All boxes this year are covered glossy red paper bearing design of stars and figures.





PARFUMS D'ORSAY are presenting this year a new creation, *Belle de Jour*, in white opal sculptured bottle in glazed, decorated, black and pink box. Two sizes are illustrated. Other recent introductions are a miniature size of the original black-diamond bottle in lined coffret (shown above) and a 4-oz. size blue-label eau de Cologne. COTY (ENGLAND), LTD., offer a perfume set consisting of three cut crystal bottles of Coty perfumes (*L'Aimant*, *le Nouveau Gardenia* and *Chypre*) in handsome white and gold hinged-lid coffret.

Richard Hudnut, Ltd., bear an abstract design in red, blue, green and yellow on an off-white ground; those of Coty (England), Ltd., a rich embossed paper in metallic colours on a pale green ground; those of J. Grossmith & Son, Ltd., a design of plumes of red, green and black on an off-white ground. Little need be said about the contents, because the illustrations themselves, taken with the inscriptions, give all the required information. But it is to be emphasised that many more gift boxes were received than could be illustrated, and many more are in the makers' catalogues than were received. The endeavour has been as far as possible to select one or at most two that can be taken as representative of the whole range of each manufacturer.

ERASMIC CO., LTD.
—Gift box containing Erasmic perfume, vanishing cream and two toilet soaps.

CHARLES MIDGLEY, LTD.—Tasselled gift box containing Duma eau de Cologne, toilet soaps and bath cubes.

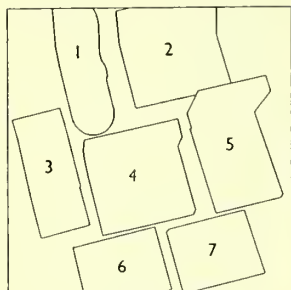
COTY (ENGLAND), LTD.—Example from range of coffrets. Contains Paris perfume, face powder, talcum powder, toilet water, soaps and gift powder box.

RICHARD HUDNUT, LTD.
—Gift box containing face powder, talcum powder and handbag-size perfume.

RICHARD HUDNUT, LTD.
—Narcisse coffret, containing talcum powder, toilet soap, and handbag-size perfume.

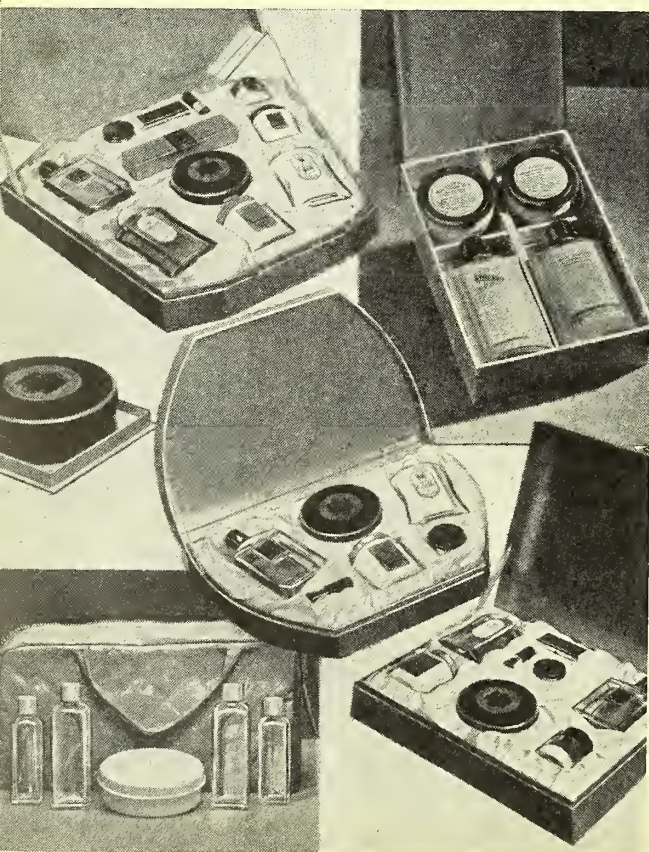
J. GROSSMITH & SON, LTD.—Carnation casket, containing two soaps and four bath cubes. Also offered in *Phul-Nana*, *Shem-el-Nessim*, eau de Cologne, lavender and three other floral perfumes.

R. J. REUTER CO., LTD.
—"No. 4711" gift box containing toilet soap, eau de Cologne and four bath cubes.



AT RIGHT:

1. Paris gift box, containing face powder and Paris perfume (COTY (ENGLAND), LTD.).
2. Californian Poppy gift set, containing Iva puff, lipstick, face cream, face powder and perfume (PROPRIETARY PERFUMES, LTD.).
3. Tokalon beauty set, containing Biocel skinfood, vanishing skinfood and face powder in coffret. (TOKALON, LTD.).
4. 4711 Tosca gift box, containing face cream, powder and perfume (R. J. REUTER CO., LTD.).
5. Grossmith beauty box, containing vanishing and cold creams, powder-cream and lipstick (J. GROSSMITH & SON, LTD.).
- 6 and 7. Coty beauty box, containing creams, skin food, skin tonic, beauty milk, astringent soap, and five sachets of beauty powder in assorted shades (COTY (ENGLAND), LTD.).

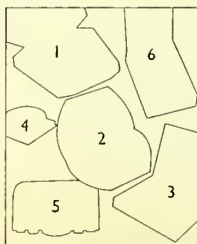


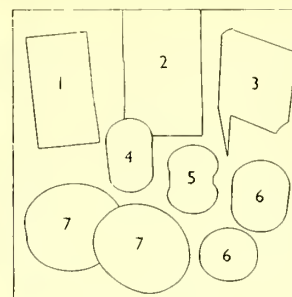
BEAUTY OUTFITS

OUT of the perfumery gift box, containing items such as bath salts, talcum powder and toilet soap in a uniform series, there is developing a gift box in which are associated a similar series of make-up or skin-beautifying requirements. At present the classification is not entirely distinct. There is overlapping, as well as evidence of considerable diversity of view as to what amount of skin treatment or make-up is desirable. For this reason the goods shown on this page are not all in one category, but in each the emphasis is on the cosmetic rather than the perfumery side of the goods.

AT LEFT:

1. Max Factor complete make-up set, containing face powder, rouge, lipstick, eyelash make-up, talc, eau de Cologne, powder brush, make-up foundation, normalising and skin creams, skin freshener (MAX FACTOR, HOLLYWOOD & LONDON (SALES), LTD.).
2. Max Factor presentation set, containing six items.
3. Max Factor presentation set, containing eight items.
4. Max Factor face powder in box.
5. Travelling set, containing empty bottles and cream containers, soap, face cloth, etc., in waterproof bag (ARTHUR BERTON, LTD.).
6. Coty beauty box, containing mild almond astringent, avocado beauty milk, liquefying and day creams (COTY (ENGLAND), LTD.).





AT LEFT:

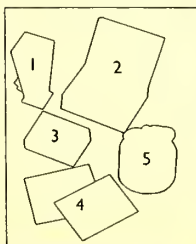
1. Ebe bath milk. Distinctive flat ten-sided bottle in box (EBE PRODUCTS, LTD.)
2. Meritor natural honey-comb sponge, of specially selected quality, in decorated gilt casket. (S. MAW, SON & SONS, LTD.)
3. Presentation box of four Vinolia soap tablets in box resembling a bound book, (VINOLIA CO., LTD.)
4. Ebe tinted bath powder in transparent screw-capped drum.
5. Ebe bath confetti in glass jar with cork base and top, completing a pack that is both attractive and serviceable.
6. Gardenia bath powder, puff and perfume in drum, issued in hinged-lid black card box. (MCCLURE, YOUNG & CO., LTD.)
7. Ebe bath powder "flowers" (compressed tinted shapes) in metallic-paper-covered casket with ribbon bow.

BATH LUXURIES

AS will be seen from an article elsewhere in this issue, luxuries for the bath are amongst the most ancient of cosmetics, but it is doubtful whether at any period such a variety has been in use as is offered by manufacturers to-day. Apart from sponges and toilet soaps, which are presented in special Christmas-gift packings, and bath salts, the containers of which have always offered scope for both ingenuity and artistry, and tinted and perfumed bath powders, which of recent years have been establishing themselves in popular favour, this season sees the introduction of a novelty in the form of bath "confetti."

AT RIGHT:

1. Vase containing perfumed bath crystals, one of a series by CUSSENS, SONS & CO., LTD.
2. Meritor Society Vigorsponge, oval-shaped, in presentation box, for ladies; a larger round Vigorsponge is issued for men. (S. MAW, SON & SONS, LTD.)
3. Ebe bath powders, set of six in transparent "Greetings" outer. (EBE PRODUCTS, LTD.)
4. Ebe bath powders, packed separately in window-fronted envelope with greeting card and separate greetings envelope for posting direct.
5. Coty bath dusting powder, large lambswool puff and bath soap in transparent wrapper, tied with ribbon; various perfumes. (COTY (ENGLAND), LTD.)



VANITIES

THE title on this page seems to require some explanation, since it is not descriptive of a single class of article. Most of the items shown have certainly some connexion with make-up, but some of them would perhaps be equally at home under other titles in this section—under "Beauty Outfits," for example. Where this is so, the factor which prompted their inclusion on this page was their small size, which seemed to assort better with the party cases and flapjacks shown here than with the larger outfits illustrated elsewhere.

1. Martini party case in craquelé enamel (black and gilt or ivory and gilt), with bevelled mirror, comb, rouge, compartments for powder, lipstick and cigarettes. Size $4\frac{1}{2}$ in. x $2\frac{1}{2}$ in. S. Maw, Son & Sons, Ltd.

2. Smartstyle party case No. 2 in French black enamel mounted with diamanté motif; interior in engine-turned gilt; fitted with bevelled mirror, comb, compartments for lipstick, powder, rouge, cream, cigarettes and cash. S. Maw, Son & Sons, Ltd.

3. Black zipp-fastened evening vanity case, with pocket for handkerchief; also available in leather; all colours, including gold and silver. Vernon Powell, Ltd.

4. Party case, with compartments for cash, cigarettes, powder, lipstick, rouge, etc. Vernon Powell, Ltd. 5. Manex Holiday manicure set; in blue, red or green pig-grained leather case. Piesse & Lubin, Ltd. 6. Pochette in material of colourful design, inner surface waterproofed, containing nail polish and remover, cuticle fluid, orange sticks, etc. Arthur Berton, Ltd.

7. Streamline vanity ensemble (silk vanity and comb case). S. Maw, Son & Sons, Ltd. 8. Pixie puff and powder gift box, containing washable blue Lamkin puff in patent holder and Vinolia face powder. Vinolia Co., Ltd. 9. Cosmetic dabs in transparent gift package. S. Maw, Son & Sons, Ltd. 10. Swagger vanity case (left) in gilt and coloured enamel. Society Style IV vanity case (right), in black or ivory enamel or matt gilt, with "jewelled" motif. S. Maw, Son & Sons, Ltd. 11. Coffret containing face powder, rouge and lipstick. Richard Hudnut, Ltd. 12. Rolly roll-top vanity case with mirror, powder sifter and puff. Vernon Powell, Ltd.



NOVELTIES

"PERFUMERY Novelties" would be a more strictly accurate heading for this page, for all of the items shown are containers for perfume, bath salts, bath powder or soap. Readers are referred to another page for another class of novelties—namely, those intended for children. It would appear that perfumery novelties are more numerous this year than formerly, corresponding with a somewhat smaller number of gift cases and coffrets, which have been regarded as the mainstay of the chemists' gift business in recent years.

1. Goya Christmas cracker in pink, containing three standard phials of Goya perfume (gardenia, Studio and "No. 5"); issued in transparent outer for display purposes. *D. R. Collins, Ltd.* 2. Perfumed semi-natural rose spray, for day or evening wear, in window-topped gilt and white box. *S. Maw, Son & Sons, Ltd.* 3. Chinese seagrass basket, filled with perfumed real flowers; one of numerous floral novelties issued by *Potter & Clarke, Ltd.* 4. Modelled owl containing Evening in Paris perfume. *Bourjois, Ltd.* Ladies' handbag in primrose, blue or green containing bottle of Gold Medal eau de Cologne. *J. & E. Atkinson, Ltd.* 5. Miniature grand piano, in blue, green or rose-

wood; attaché case in red, blue or green; each containing Californian Poppy perfume. *Proprietary Perfumes, Ltd.* 6. Model table lamp filled with lavender or violet perfume; carnival lantern in assorted coloured glass, filled lavender water. *Potter & Moore, Ltd.* 7. Orchidee dusting powder in flowered box, with puff. *Piesse & Lubin, Ltd.* 8. Tasselled crystal globe filled with lavender or Cologne; "Black Scotty" dog novelty filled bath crystals. *McClure, Young & Co., Ltd.* 9. Spirit of Mischief figure mounted on black plinth containing Mischief perfume; sundial, top of which unscrews to reveal bottle of June perfume. *Saville Perfumery, Ltd.* 10. Plant in flower pot containing bath salts. *G. M. Rochester.* Chromium-capped cocktail shaker filled bath powder. *S. Maw, Son & Sons, Ltd.* 11. Set containing golf tees, soap "golf balls," and golfer doll; carafe and tumbler containing bath salts. *Charles Midgley, Ltd.* 12. Crinoline girl novelty, perfume filled. Charmol perfume and powder in gift box. *Zenobia, Ltd.*





PAGE OF PUFFS

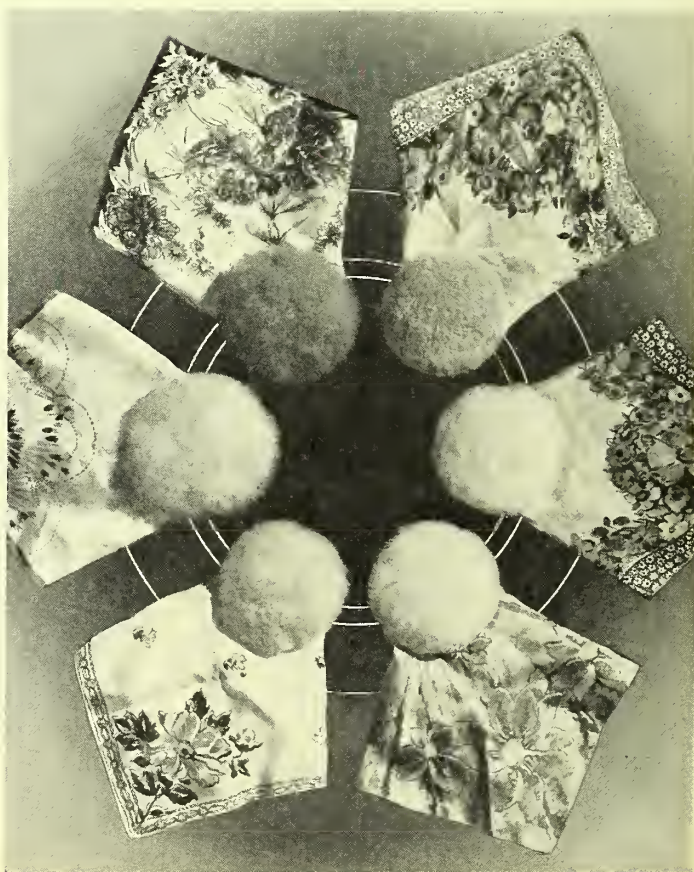
WHATEVER their views on other subjects, women seem still to retain their faith in the potentialities of face powder, despite the rival invention of compacts. While this continues to be true, there will be no slackening in the demand for powder bowls and powder puffs of all varieties—especially handkerchief puffs. Essentially these undergo little change—a puff is always a puff—but there is the usual number of new patterns for the dainty silk or crêpe-de-chine handkerchiefs, and good use is made of transparent materials to set off many examples to the best advantage. The merits of the new packs should appeal not only to the recipient of the puff but to the salesman whose task they simplify so considerably by enabling the goods to be seen without being handled by customers who have no intention to buy.

GIFTS ILLUSTRATED:

Top of page: Rutland cut-crystal powder bowl, diameter $5\frac{1}{4}$ in., height $4\frac{1}{4}$ in., in hinged-lid gift casket; and Meritor Fashion puff in window-topped gilt box—tinted fur or down centre in 11-in. georgette handkerchief (S. MAW, SON & SONS, LTD.).

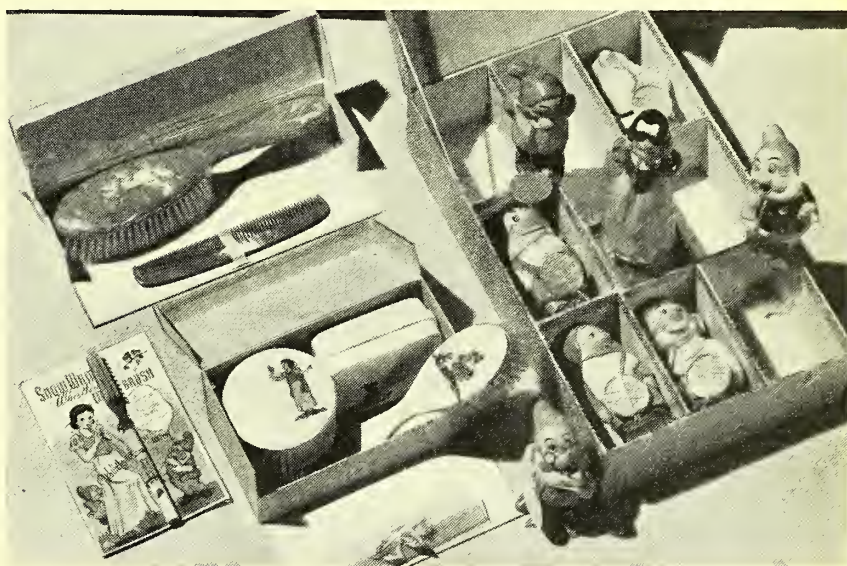
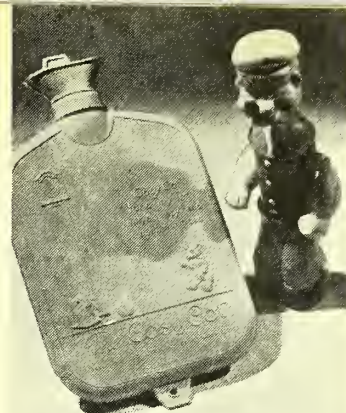
Centre: Set of back, bowl and handkerchief puffs in handsome green pebbled presentation box; thistledown back puff in box, P1197/T; rose backed bowl puff in circular box, with removable lid which protects puff while permitting inspection through transparent inner lid; handkerchief puff in transparent-fronted box revealing both puff and handkerchief design (SOLPORT BROS., LTD.). All boxed puffs by Solport are provided with gift cards, and card showstands are issued free with all orders.

Foot of page: Left-hand side of illustration, three handkerchief puffs with drawstrings, for selling separately (without box) (P1701, FP802 and P1703)—examples with swansdown, fur or thistledown centres (SOLPORT BROS., LTD.). Right-hand side, three patterns of printed artificial-silk handkerchief puffs with fur centres (D. MAWDSLEY & Co.).



"KIDDIES' CORNER"

GOODS which the chemist can stock as gifts for children take several forms. First, there are standard items which are presented in a novel way, or embossed with a special design. These include hot-water bottles, brush and comb sets, toothbrushes and the like. Secondly, there are toys constructed of some material that has its true application in quite other merchandise normally sold by chemists. Under this heading may be instanced toys made of rubber sponge or soap. Finally, there are goods that may be said both to create and satisfy a totally new demand. The Snow-White toothbrush holders may be cited as an example. The popularity of these Walt Disney creations can be capitalised by the chemist in a number of ways this Christmas and a special group of Snow-White gifts has been included.



GIFTS ILLUSTRATED:

Top of page: Cosy Cot child's moulded hot-water bottle in pastel shades of pink, green or blue, wrapped in transparent-fronted envelope; embossed pictorial design (RELIANCE RUBBER CO., LTD.).

Puck "Popeye the Sailor" moulded rubber toy with movable head and arms (S. MAW, SON & SONS, LTD.).

Centre: SNOW-WHITE AND SEVEN DWARFS gifts, including (a) whistling toothbrush by ADDIS BRUSHWORKS; (b) babies' toilet sets (comb, brush, powder box and soap case, all except comb decorated with Snow-White characters), by BRITISH XYLONITE CO., LTD. (left background), and S. MAW, SON & SONS, LTD. (centre foreground); (c) complete set of Snow-White and Seven Dwarfs toothbrush holders in box (S. MAW, SON & SONS, LTD.).

Foot of page: Meritor parrot sponge toys, with claws shaped to cling to perch (perch supplied free with orders for half-dozen toys) (S. MAW, SON & SONS, LTD.).

Set of six Father Christmas soaps in decorated box. (VINOLIA CO., LTD.) Meritor soap novelties: "Tommy the Boxer" and "Scratching Ape," from range of eight (S. MAW, SON & SONS, LTD.).

Soap swan in dish, an example of numerous soap novelties offered by CHARLES MIDGLEY, LTD.

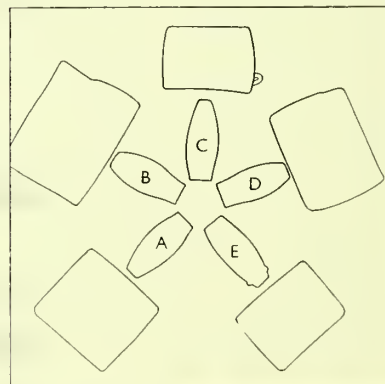
GIFTS



At every season the chemist is usually provided with items that may be suggested as gifts for men. As customers buying for friends of their own sex men are accommodating, because as a rule they care little for decorative packs and are interested only in the function, quality or value of the article itself. Thus the retailer can carry perhaps a larger stock of razors, shaving brushes, and similar items than he otherwise would, secure in the knowledge that there is little risk of dead stock. Fashions have, however, to be reckoned with, and if they change less frequently than women's they may be no less important. Thus, this season, it may be anticipated that while safety razors will again be in good demand from present seekers, electric shavers will find many buyers. Fortunately or unfortunately, the differences between various brands of electric shaver are less considerable, or certainly less apparent, than between safety razors of varied make. The problem at present is rather to select which electric shaver it is advisable to stock, and in this matter the pattern of shaver-head, the motor, appurtenances for adjusting resistance, container and volume of makers' advertising are all factors to be weighed one against the other. In deciding some, at any rate, of these points, the method of illustration on

this page will no doubt be helpful. It cannot be overlooked that women buying presents for their menfolk demand a "Christmassy" appearance in the wrapping. It is noteworthy that a number of cartons specially made for the season's trade are offered by safety-razor and shaving-soap manufacturers.

ELECTRIC SHAVERS.—(a) *Schick dry shaver.* The original electric dry shaver, available with two types of head—"standard" and "No. 10" (for coarse beards). The shaver can be adapted for any mains voltage and a special model and battery are available for use where current is not laid on. A special lubrication kit is issued. (b) *Remington Rand close shaver* (REMINGTON CLOSE SHAVER, LTD.). Has shearing-head of unique hexagonal design with double-cutting surface; Westinghouse motor; leather case; one year's guarantee. (c) *Kwik-Shave* (MAYER, NEWMAN & Co., LTD.). Has self-sharpening cutter; safety cutting-head; leather travelling pouch; one year's guarantee. (d) *Oxford clean shaver* (G.B.



2



3



FOR MEN

INDUSTRIES, LTD.). Has twin cutter with self-sharpening edges; bronze bearings, three years' guarantee; leather case. (e) *Minute Man dry shaver* (PIONRAD TRADING CO., LTD.). Self-cleaning, with hardened Swedish steel cutter; leather pouch; twelve months' guarantee.

THE SMALL ILLUSTRATIONS

1. *Hanley A.C. shaver* (OREL-MICRO ELECTRIC, LTD.). The Hanley dry shavers are claimed to be the only examples specially designed for British conditions. The A.C. model has a self-starting magnetic motor operating from the magnetic impulses via A.C. mains (the electric-clock principle); the temperature-rise is the lowest of any type; cutting-edges are in sight all the time; a twelve-months' guarantee is given. Particulars of demonstration-set offer should be obtained from the makers.

2. *Rolls No. 1 safety razor* (ROLLS RAZOR, LTD.). The Rolls razor is self-stropping and has hollow-ground blades.

3. *Rolls razor sets* (ROLLS RAZOR, LTD.). *Left*, "G" set, containing razor, two spare blades, badger-filled shaving-brush in screw-capped resinoid container and bowl of shaving-soap in handsome brown leatherette travelling case. *Right*, Razor, shaving-brush and bowl of shaving-soap in gift case.

4. *Eclipse safety razors* (JAMES NEILL & CO. (SHEFFIELD), LTD.). *Left*, razor and one blade in mottled green resinoid case in smart green, black and white carton. *Right*, Model HH in case with translucent "ivory" resinoid lid of shell design hinged to plinth of black moulding; complete with razor and blades in carton of silver, black and red in second carton of special seasonable design.

5. *Gillette one-piece set, No. 45* (GILLETTE INDUSTRIES, LTD.). Contains newest Gillette one-piece razor (popular model in blue moulded case) with three Gillette blades, the whole enclosed in special Christmas carton. Particulars of other Gillette and Valet sets and Christmas cartons are given on circulars obtainable from the makers.

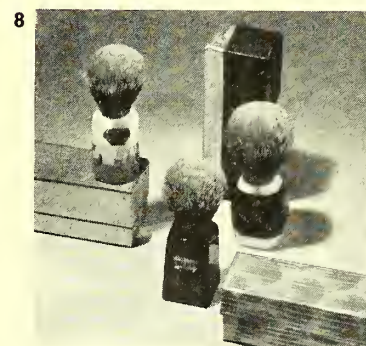
6. *Durham-Duplex safety razor set* (DURHAM-DUPLEX RAZOR CO., LTD.). Popular-priced set which includes "sliding stroke" safety razor with interchangeable blade, stropping handle and strop.

7. *Erasmic gift casket* (ERASMIC CO., LTD.). Solid brilliantine and shaving stick in box covered with paper of special Christmas design. One of many examples taken from the catalogue.

8. *Badger shaving-brushes* (FORSTER BRUSHES, LTD). Stubby (*left*), in three sizes, white-handled on assorted coloured bases, filled selected pure badger; Subrusco S8/90 (*centre*) with black and white handle, filled white-tipped badger; Subrusco M8/83 with shell and white non-split handle, filled medium badger.

9. *Halex and Bex shaving brushes* (BRITISH XYLONITE CO., LTD.). Halex (*left*) in grained ivory, filled pure badger; Bex (*centre*) ivory-white with black base, hog filled; Bex ivory-white, filled pure badger, in gift box.

10. *Vulfix shaving brushes* (VULFIX SHAVING BRUSH CO., LTD.). Examples of badger-filled brushes in non-split material; heat-resisting setting and new designs.



MISCELLANY

2



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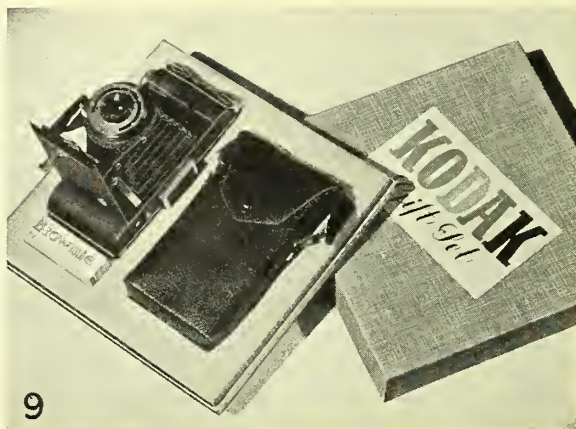
1. TOOTHBRUSHES, with ends shaped and coloured to represent Snow-White or Happy characters from Walt Disney's film. *Addis Brushworks.*

2. MANICURE INSTRUMENT STAND, complete with mirror and two bottles, in pale green resinoid material. *D. Mawdsley & Co.*

3. FROZOCLONE solid eau de Cologne in special Christmas packs with holly decoration; two sizes. *R. Demuth.*

4. TOILET GIFT PACKS, containing wash square, rouge pads, emery boards and orange sticks in transparent wrapper. *Solport Bros., Ltd.*

Goods not covered by titles on preceding pages or received too late for classification.



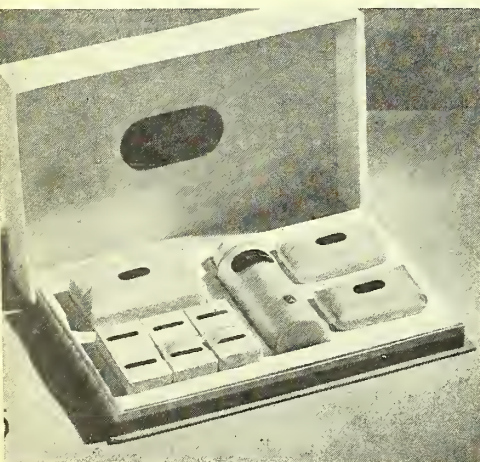
5. COFFRET, containing Fontaine Japonica tonic bath salts, toilet and bath soaps and six bath cubes. *Fontaine (Perfumes), Ltd.*

6. GIFT BOX, containing Wright's coal-tar soap, Wright's shaving cream and talcum powder in special holly-decorated carton. *Wright, Layman and Umney, Ltd.*

7. CUT GLASS DRESSING-TABLE SET, comprising tray, perfume spray, powder bowl and two candlesticks in sparkling crystal. One of a number of similar sets issued by *S. Maw, Son & Sons, Ltd.*

8. SEVEN-PIECE WHISKY SET, comprising decanter and six glasses in cut crystal. From range of cut-glass gifts offered by *D. Mawdsley & Co.*

9. KODAK GIFT SET, comprising Six-20 folding Brownie camera, camera case and spool of Kodak super-sensitive panchromatic film in special gift casket. *Kodak, Ltd.*



BEAUTY THROUGH THE AGES—II

By Geoffrey Rhodes

WHEN the Greeks personified health in the idea of the Goddess Hygeia, to whom magnificent temples were raised, with an elaborate system of curative bathing pools, they set a rule of life for all time. Now that bathing

is considered almost as necessary to health as food and sleep, it is hard to believe that originally the practice had to be made a religious observance to encourage people to keep themselves clean. And yet in spite of the Mosaic law, and the Greeks and Romans, baths were luxuries in England not many years ago, as they are still in many European countries. Much of the history of the practice of bathing turns on the fact that in ancient times washing the body was an artificial rather than a natural process. An instinctive fear of water may have had something to do with this, but no doubt the chief reason was the absence of any facilities for washing in the ordinary homes. Drinking water was often hard enough to obtain, quite apart from supplies for bathing. This fact in itself gave it a ritualistic importance. What is generally understood by a bath is the immersion of the whole person or a part of the body in liquid. But, of course, the term has the wider meaning of external application of vapour, electricity, or even mud. The oldest



HYGEIA, GODDESS OF HEALTH

legends and historical records refer to bathing of some sort. The ancient Egyptians, like the Greeks, regarded a bath as one of the religious rites in the temples. The therapeutic value of the bath is expressed in the Mosaic law. This code definitely orders the use of running water for certain forms of ablution. The recommendations for bathing the entire body, and also partial ablutions, contained in the New Testament were intended to inculcate ideas of personal cleanliness among a people specially liable to skin diseases. But it is doubtful if the conception of regular washing of the whole body dates from that period. It has been suggested that the famous pool of Bethesda in which the lame, sick and infirm were healed was simply a natural warm bath. Yet had it not been associated with religious ideas, the sick would have ignored its virtues. In the times of David and Solomon baths were regarded as a luxury, not a necessity for all. Homer speaks of the bath given Ulysses by the attendant nymphs in the following lines:—

"That nymph in the tripod o'er the kindle pyle
The water pours; the bubbling waters boil;
An ample vase receives the smoking wave
And in the bath prepared my limbs I lave
Reviving sweets repair the mind's decay,
And take the painful sense of toil away."

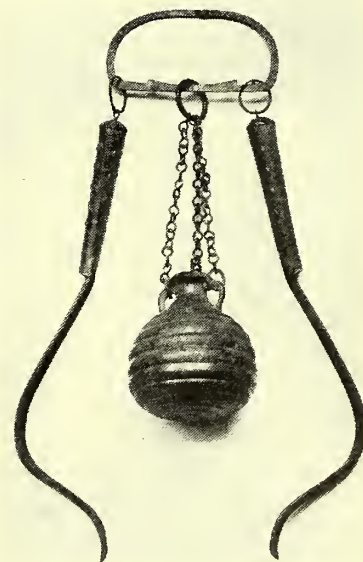
This is interesting as the oldest account of the bath in literature. Homer, on several occasions, when describing a man after indulging in a bath, and anointed with oil, usually explains that he was taller and greater in stature than before, to suggest that he had become like one of the immortals. Hot and cold baths were part of the ceremonial of the practice of "incubation" in the Greek and Roman temples. The Greek gymnasia had great swimming pools as well as douches and therapeutic baths; these pools probably contained cold water, and were open to the sky, and approximated fairly closely to a modern swimming bath. The Greek homes, particularly in the case of the rich citizens, were provided with every kind of luxury for washing and cleaning the person. Although the

Greeks were familiar with most of the procedure of the so-called Roman bath, now termed a Turkish bath, the alternation of hot and cold douches to induce perspiration, and so forth, they did not reach the height of luxury of Roman times.

Roman Baths

At no time in the whole course of history have there been such magnificent public baths as those built by the Roman Emperors to ingratiate themselves with the citizens. The most famous were those of Agrippa, Antoninus, Caracalla, Diocletian, Domitian, Nero and Titus. They were usually open to the public on payment of a coin of less value than our farthing. On entering these baths, in the first chamber the visitors undressed and gave their clothing into the charge of special persons hired to undertake that service. They then passed into the sanctuarius, a sort of chemist's shop with a large stock of perfumes and creams. After a preliminary anointing they entered the cold bath, passing thence into a warm bath, the third chamber containing the hot bath heated by a great furnace beneath it. During the intense perspiration induced by the great heat, the bathers scrubbed their skins with a kind of metal curry comb, at the same time anointing themselves with drops of scented oil out of the ampulla. The rich brought their own slaves to the baths to perform this operation.

Gibbons, in his famous work on the "Decline and Fall of the Roman Empire," gives an arresting picture of such baths. Another writer of classical times presents, with a graphic pen, a contemporary description of the baths in the palace of Scipio. Pliny, the Roman statesman and poet, has left an account of the luxurious baths of a private Roman villa. As is well-known, the Romans built numerous public and private baths during their stay in Britain. Some of them still exist; and in the case of those at Bath are still in use, and illustrate the practice of using a hot spring in place of artificial heat. After the fall of Rome the Empire flourished at Constantinople for several hundred years, and it was here that the Arabs learnt the practice of the Roman ritual of ablutions, which reached this country later in the form of what is usually called the Turkish bath. Apart from the magnificence of the Roman baths, the plumbing, to use a modern term, is excellent. No heating system to equal that of the Roman engineers was known in this country till the eighteenth century. The examples of craftsmanship exhibited in the British Museum and elsewhere show a finish that can hardly be improved upon today. The brass and other pipes, the stopcocks and keys are perfectly designed for their purpose, just as no doubt the unguents used in the bath showed great refinement in the purity of the preparation and the use of suitable perfume. Although oils, some of them highly perfumed, were chiefly used by the Romans, reference to soap occurs in the works of Pliny and Galen. They declared it to be made of



SKIN SCRAPERS AND OLIVE OIL FLASK

tallow and ashes, discovered by the Gauls, and improved by the Germans. In the early days of the use of soap, in place of oil, for the toilet, most of it was made at the little seaport town of Savona, near Genoa, hence the French name *savon*. During the excavations at Pompeii, a soap boiler's shop and a supply of soap were discovered, so obviously the Romans made some kind of soap in the manner they had learned from the Gauls.

Oriental Baths

Artificial bathing systems, including vapour douches, as well as pools for the immersion of the whole body, are mentioned in the earliest Eastern history. In a great continent like Asia, where immense territories are isolated from access to the sea, or even lakes or rivers, it is quite obvious that the luxury of any kind of bath must have been eagerly sought after. The lack of opportunities for exercise in intensely hot climates, and the great amount of clothing worn in cold countries, would each in their turn make vapour baths of the Roman or Turkish type valuable aids to health, and there seems little doubt that many water cure practices now recognised by the medical profession had their origin in the oriental gymnasia and sanatoria. Hot baths, especially vapour baths, were widely adopted by the Mohammedans, and introduced by them into Spain. The Turks at a later date taught the Balkan races to make use of them. It is sometimes suggested that the Mohammedans were responsible for the introduction of the so-called Turkish baths into India and Persia; but it would probably be more exact to claim that the Turks were instrumental in a revival of these methods of bathing in the East, because vapour baths were in use in ancient Mexico, and the hot baths of Japan must have been an original cult long before the days of Islam.

Russian baths are also a very ancient institution. They are usually built in the form of a small wooden hut with benches all round, on which the bathers lie when undressed. The method of producing the vapour is the primitive one of throwing water on the hot stones. The bathers become enveloped in a dense steam, which induces perspiration. Soap and skin brushes are employed to cleanse the body, and the final process of flinging tepid and then cold water over the bather is more or less the same as the practice in the Roman baths.

The procedure in the Turkish form of bath is so well known that it is unnecessary to describe it here, except to refer to a historical note that some form of Turkish bath was introduced into England in the eighteenth century, frequently known by the Eastern name of *hammams* or the Italian *bagnios*. The fashion was brought back to England by the famous society leader Lady Mary Wortley Montague, whose private palace in London is still standing.

Healing Pools

The Greeks deified the healing art in the person of Æsculapius, and endowed the god with a daughter Hygeia, the Goddess of Health. The chief shrine of Æsculapius was at Epidaurus, where the ruins of the temple and sanatoria still exist. The great feature of the temple was an ivory and gold figure of the god. In addition to the temple there were the sacred well and a hospital. The cure was an elaborate one, baths being the important part of the ritual. The next page in the history of bathing pools leads right into the heart of London itself—to the tomb of King Edward the Confessor in Westminster Abbey. The shrine that Henry III built to contain the Confessor's coffin was in its day one of the wonders of the world. Pilgrims came from all over Europe to benefit by its healing power. During the Confessor's lifetime it was the belief that blind men would receive back their sight by bathing in water used by the King, and this incident of bathing is commemorated on the screen at the west end of the chapel. Finally, there is the world-famous pool of Lourdes in the South of France, where under medical supervision pilgrims from the world over come to bathe in the hope of recovering their health. Lourdes is modern, as the age of healing pools goes. It was only known after a vision on the part of a local peasant girl in 1858.

Hygiene in the Middle Ages

The early Christians adopted the idea of religious baptism by immersion in a bath or pool from the Jews. They appear to have linked the practice up with the Greek ideas concerning the creative power of the element water, but so far as regular ablution of the whole body was concerned, few people in the

early centuries appear to have followed this practice. The scenes of dissipation which disgraced the great Roman baths, towards the close of the Empire, gave rise, among the followers of the new faith, to the belief that bathing was so open to abuse, that it should be little encouraged. So far as this country was concerned, after the Roman exodus the baths they built were allowed to fall into ruins, and even after the Norman conquest there were no institutions which could be called public baths. The hospitals attached to the conventual establishments made use of tubs in which to bathe their patients, and examples of these are illustrated in the manuscripts of the middle ages. Current ideas upon bathing are revealed in a Flemish tapestry, at South Kensington Museum, of the fifteenth century, "Susanna and the Elders." Susanna, fully dressed in an elaborate gown, is shown seated dipping her toes gingerly into a footbath. The Crusaders are credited with introducing Eastern ideas on hygiene, but their precepts can hardly have made much impression, because at the time of the Black Death, which ravaged Europe in the fourteenth century, the Medical Faculty of Paris forbade the practice of bathing as being conducive to the spread of disease. At that date the tendency seems to have been to use strong perfumes and carry pomanders on the person to combat sickness and infection, rather than to adopt the practice of personal cleanliness. A curious position arose after the general introduction of washable underwear in the middle ages. The idea became prevalent that if the linen was washed the person rarely needed such attention. Consequently there is an extensive literature dealing with the various toilet vinegars and pomades applied to the person in place of bathing, and in some cases recommended for internal use as well. Hungary water, (rosemary flowers distilled in spirits of wine) affords an interesting instance of the legendary fame attaching to many of these medieval preparations. The receipt for Hungary water, so the story goes, was given by an angel suddenly appearing in her garden to Queen Elizabeth of Hungary in the year 1380. All the chroniclers are very insistent on this being the exact date. They appear to think that it establishes the truth of the history. A book published by John Prevot at Frankfurt in 1659 gives the following account of the origin of the receipt of this water: "In the year 1606 I saw among the books of a noble of a Cyprian family, with whom I was intimate, a very old breviary, which he held in high veneration, because, he said, it had been presented by St. Elizabeth, Queen of Hungary, to some of his ancestors, as a testimony of the friendship which subsisted between them. In the beginning of this book he showed me a remedy for the gout written by the queen's own hand, in the following words, which I copied: 'I, Elizabeth, queen of Hungary, being very infirm and much troubled with the gout, in the seventy-second year of my age, used for a year this receipt given to me by an ancient hermit whom I never saw before nor since; and was not only cured, but recovered my strength, and appeared to all so remarkably beautiful, that the king of Poland asked me in marriage, he being a widower and I a widow.' I, however, refused him for the love of my Lord Jesus Christ, from one of whose angels I believe I received the remedy. The receipt is as follows:—

R. Take of aqua vitæ, four times distilled, three parts, and of the tops and flowers of rosemary two parts: put these together in a close vessel, let them stand in a gentle heat fifty hours, and then distil them. Take one dram of this in the morning once every week, either in your food or drink, and let your face and the diseased limb be washed with it every morning.

It renovates the strength, brightens the spirits, purifies the marrow and nerves, restores and preserves the sight, and prolongs life."

Legends of an equally romantic character come to light from time to time regarding nearly all the unguents in former use. Apart from the ointments and vinegars employed in the toilet there were, of course, the pomanders and spice boxes carried as a safeguard against infection. Many museums have collections of the beautiful filigree circular boxes which were designed to hold aromatic herbs and spices, and were worn attached by a chain round their necks in the middle ages. The fragrant nosegay carried by the judges in some of the courts to-day is a traditional practice handed down from medieval times.

The history of hygiene is largely an account of the evolution of the home and the story of the gradual improvement in social conditions. The introduction of printing in the fifteenth century and the march of intellect that followed had probably more to do with the advance of hygienic practices than is

generally realised. Common sense began to replace faith in magic. The spread of practical ideas led people to see that a bath was more salutary than to sprinkle the person with a preparation said to be recommended by an angel. And directly it was realised that bathing was the chief part of personal hygiene, that to wash one's body was no less important than washing one's linen, a big step forward had been taken.

In the 17th and 18th Centuries

The start of the seventeenth century witnessed men throughout England beginning to think for themselves. This coincided with certain definite advances in the routine of home life. The farmhouse of Shakespeare's day still had its central fire on a great stone hearth in the living-room, and hours passed in a smoky atmosphere were hardly conducive to personal cleanliness. The wall fireplace as we now know it became the feature of even the small houses by the dawn of the seventeenth century. Milton's cottage in Buckinghamshire is a good example of the simple home of the period. There was no plumbing, sanitary arrangements were of a primitive character, but the smoke went up the chimney instead of wandering about the room. It was improvements of this kind that paved the way for something approaching real hygienic observances in all departments of life. But man's brain rarely keeps pace with his hand, and many fantastic theories still prevailed to hamper the full exercise of common-sense precepts. There is the famous case of Louis XIII of France, at the close of the seventeenth century, venturing to take a bath, and it so unnerved him that he made up his mind never to indulge in such a dangerous practice again. The ladies at the English Court about the same time were enjoying baths of wine or milk to beautify their persons; the older women made use of the wine as being more astringent to remove wrinkles. There was a great vogue in the seventeenth century for perfumes in the homes as well as on the person. The floors of the rooms were strewn with sweet-smelling rushes, and scents were sprayed on the rugs. Marlow's play, "Dr. Faustus," refers to this custom. In one scene *Pride* enters saying:—

"Fie, what a smell is here.
I'll not speak another word for
a king's ransom unless the
ground is perfumed."

Ben Jonson mentions the practice of burning juniper to sweeten the air:—

"He doth sacrifice twopence in juniper to her before she
rises . . . by burning it."

Cardinal Richelieu had scent diffused by bellows to make the air of his apartments fragrant. Many perfumes have a definite hygienic value, and till the close of the eighteenth century it was the habit of physicians to have attached to the tops of their walking-sticks little boxes filled with aromatic herbs, which they held to their nose when attending contagious cases. Toilet vinegars, smelling salts and incense pastilles to be burnt in little trays were the favourite preventives of infection all through the seventeenth and eighteenth centuries. The value of fresh air and clean water were hardly recognised as measures to promote health until the middle of last century, when hygiene became a serious medical study. A good idea of the general slovenliness that prevailed is afforded in the contemporary descriptions of the state of the lodgings at Bath when the Pump Room was the centre of English social life during the middle of the eighteenth century. The streets of

the town were neither paved nor lit, the apartments of visitors were filthy, the practice of washing the floors of the rooms with a mixture of soot and stale beer to darken the boards could not have helped. And as regards the conduct of the Pump Room itself and the baths, a writer of the day says frankly: "They were kept in no sort of order," which, reading between the lines, suggests a pretty bad state of affairs. Beau Nash has the credit for changing this unsavoury state of affairs. The King of Bath, as he came to be called, may have been an inveterate gambler, but he was certainly an organiser. And his work in paving and lighting the city, entirely re-planning the Pump Room, and drawing up rules that had as much to do with hygiene as they related to social usage, laid the foundations of the immense fame of Bath as a health resort.

After the destruction of the luxurious Roman villas on the seashore at Ostia and other patrician settlements, sea bathing appears to have lapsed altogether both as a healthful practice and for the enjoyment of the exercise of swimming, until the middle of the eighteenth century. All the standard foreign works on the Philosophy of the Bath credit England with the revival of the interest in sea bathing, and date the growth of their seaside resorts from the time of the foundation of Brighton and Weymouth, two of our premier seaside resorts.

There seems little doubt that in some way this growth of the practice of sea bathing reacted on the home and in due course gave impetus to the notion of having baths at other times than when on holiday. It is a remarkable fact that none of the great mansions built in London or the chief provincial cities at the close of the eighteenth century had bathrooms, all ablutions on the part of the families occupying these palatial residences being apparently confined to the use of tubs and hip baths. As might be expected, fashion had played a great part in settling the details of hygienic questions so far as feminine practices are concerned. Fashion is, of course, mainly based on sentiment. It is an appeal to the emotions. And hygiene has its sentimental aspects as well as its therapeutic ones. At all times in history it has been one of the greatest expressions of affection and respect to greet a person on rising in the morning after their night's repose. There appears

little need to inquire into the reason for this. The reaction to the idea is just a human instinct. During the days of the greatest magnificence of the French Court, favoured Ministers, as a special mark of recognition, were permitted to be present when the monarch was aroused from his sleep. The word *levee* is self-explanatory in this connexion. The expression is still in use, of course, in this country for an early morning reception by the Sovereign, although the idea of its being held in the King's or the Queen's bedroom has been long abandoned. The bath was included in the *levee* in bygone times, and this led, in the case of the ladies, to their taking their baths in special gowns, usually with their hair elaborately dressed and crowned by a lace cap. At the close of the eighteenth century in France ladies of the Court went further even than this and had their baths draped with lace somewhat in the style of the modern cradle for an infant. Placing powder in the water was another method employed to mask the person when in a bath if relatives or friends were present. The tendency to-day is to make the bath, even in the private house, approximate as closely as possible to the freedom of the baths in the open; the ventila-

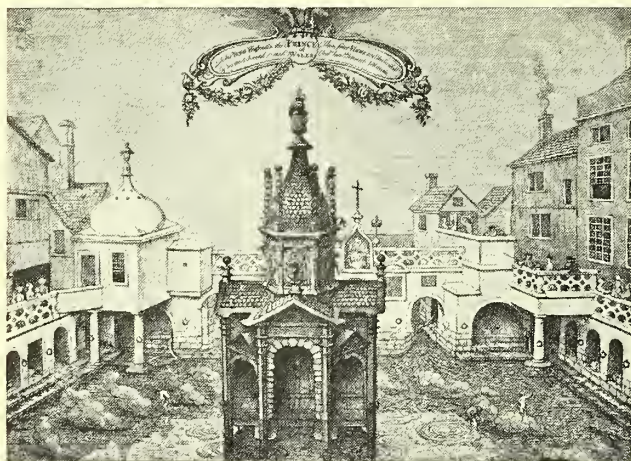


"LE BAIN," FROM AN XVIIIth-CENTURY PRINT

tion of the apartment is studied and the construction of the bath itself made on the lines, so far as possible, of a natural swimming pool. The use of preparations for the bath, powders and liquids for softening and perfuming the water, is by no means a modern practice.

Medical History of Curative Bathing

The first reasoned account of the medical aspects of hygiene may be attributed to the work of Sir John Floyer, M.D., of Lichfield, who, in association with Dr. Edward Barnard, of Bath, published a folio in 1706 on the subject. The ideas of these two men, eminent in their day, appear crude in the light of modern science, but the practices they suggest were the pioneer work in the field of curative bathing, water compresses and similar useful branches of modern medicine. There is a copy of Sir John Floyer's work in the British Museum, and a



VIEWS OF HOT SPRINGS, BATH (from an XVIIIth century print)

couple of brief extracts throw an interesting light on the scientific conceptions of the early eighteenth century. In his introduction Sir John says:—

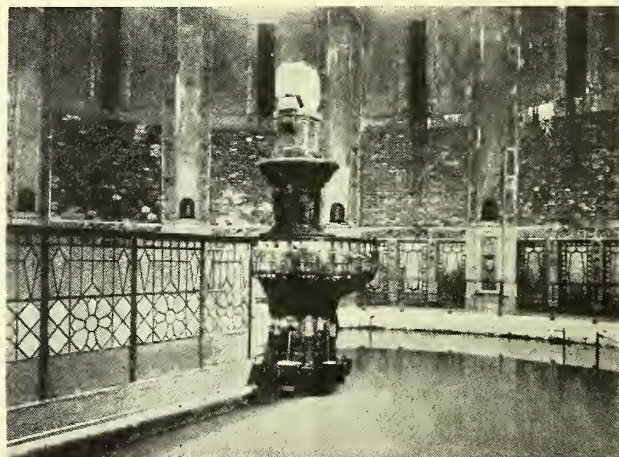
"No part of Physic is more ancient than cold bathing, since we find many descriptions of its good effects in our oldest authors—Hippocrates, Celsus, Cælius Aurelianus and Galen. The art was certainly first invented by the common people, who used it for the preservation of their health and fortifying themselves against cold, as other animals do. The priests further improved this by applying it to divine immersion, thereby to purify the spirits, and to make them more calm and vigorous in devotion. The Egyptians and Greeks observed how it contributed to the cure of many diseases, which Hippocrates mentions. The English nation has not been wanting to the improving of this art; for they have discovered the cure of the rickets by it, and rheumatic pains also; and some use it in winter, as the Romans did. In Staffordshire—at Willowbridge—they have a more bold practice than either the Greeks or Romans used; they go into the water in their shirts; and when they come out they dress themselves in their wet linen, which they wear all day, and much commend that for closing the pores and keeping them cool; and that they do not commonly receive any injury, or catch cold thereby, I am fully convinced from the experiments I have seen made of it."

He then goes on to give the reasons in his opinion for the disuse of cold bathing in the seventeenth century:—

"The ignorance of the people in matters of Physic, who usually take that, as well as their doctors, from the common vogue, which is always altering and changing; and it was then the interest of the chemical doctors to recommend themselves by new notions, new methods and new medicines, and they, therefore, rejected and cried down all the old opinions and practices. They imputed all diseases to crudity and acid salts, and taught that they must be cured by volatile and fixed salts, by chemical resources and strong tinctures of mineral sulphurs, and brandy spirits, which they did assure the world did strengthen nature, and purify the blood by perspiration, and they wholly despised all the external regimen prescribed in Galenic authors as unnecessary; and cold baths ought to be

esteemed the most considerable part of the old regimen. It is also very probable that the change of religious opinions had no small influence in the use of cold baths."

All the medical writings of the period point to the laxity of hygienic precautions as being largely due to the lack of authoritative teaching between the age of Faith and the dawn of science. When, after the Reformation, belief in magical cures at pools lapsed, the whole practice of healing baths fell into discredit, as Sir John Floyer explains. And it was only by gradual steps that the reliance on the quasi-medical treatment of the various European spas became general. The mineral springs at places like Bath and Buxton in England and at Aix-les-Bains in France, Aix-la-Chapelle in Germany and Pistany in Czechoslovakia received the support of the doctors during the eighteenth century and thus reached a third stage in their history. Commencing as the healing pools of Pagan deities, they became Christian shrines where the sick made pilgrimages, eventually attaining the status of curative centres recognised by the medical profession. Many of the foreign spas are described and recommended by English medical men who were contemporaries of Floyer. Dr. Edward Browne published a folio in 1671, in which he refers to the spa at Pistany, which by that time had already become famous on the Continent. During the eighteenth century Pistany was a favourite spa in Central Europe, and Beethoven is mentioned among those who went there for treatment. Rebuilt and reorganised at various times, the spa is to-day one of the well-known centres for hydropathic treatment. The history of medical views on sea-bathing would fill many chapters by itself. The revival of the practice under the ægis of the medical profession dates from apparently 1750. Margate and Scarborough claim special distinction in having been the first two watering-places to welcome visitors who wished to bathe in the sea. A Quaker is said to have built the first bathing machines at Margate. Internal use of the sea water, as well as bathing in it, was



PISTANY

strongly recommended by the physicians. And, as one speaker pointed out at the recent meeting of the British Association, Brighton brine was bottled and sent to London to be taken as a tonic. The local doctors recommended a daily morning dose of a pint of sea water to patients taking the cure! But if bathing on the seashore was encouraged among the richer classes of society, it must not be imagined that there was much observance of personal cleanliness under medical supervision at that time. A medical book printed in 1803 states "that while the Eastern practice of washing the feet is not so necessary in this country, it should be undertaken at night in cases when the feet have been exposed to wet or cold during the daytime."

Animal baths were greatly in vogue among some of the early doctors. The patient suffering from lameness was placed in the skin of a recently killed bull or horse. A more delectable kind of treatment was recommended by another school of medicine that pinned its faith to baths taken in water containing infusions of thyme, lavender and rosemary.

The previous article in this series was in THE CHEMIST AND DRUGGIST ANNUAL SPECIAL ISSUE, June 25, 1938.

Pharmaceutical Society of Great Britain

Council Meeting

AMONG the business transacted by the Council of the Pharmaceutical Society at their meeting on Tuesday, October 4, at 17 Bloomsbury Square, London, W.C.2, were the following items:—

Teaching of bacteriology.—A report by the Dean of the Society's College was submitted by the Education Committee. The Council agreed to the report being circulated to schools of pharmacy and to invite their comments.

Refugee Austrian pharmacists.—The Council received a letter from the Jewish Community Emigration Department in Vienna. The Council considered that before a decision could be come to it was necessary to ascertain whether there were members of the Society who would be prepared to provide posts for refugees. The secretary pointed out that employers should be prepared to pay approximately the same salaries as they would pay to English unqualified assistants. The Council accordingly agreed to an invitation being extended to any member of the Society who would be prepared to consider the employment of an Austrian refugee pharmacist as an unqualified assistant to communicate with the Society before the end of October.

Wednesday's Proceedings

BEFORE the ordinary business at the October meeting of the Council held at Bloomsbury Square, London, on Wednesday, October 5, the president, Mr. T. Guthrie, referred to the crisis through which the country had just passed. He said he was sure members of the Council would not expect him to begin the proceedings without some reference to the position in which they found themselves. They were all, he felt sure, very much relieved to be able to meet in a state of peaceful relationship with their neighbour and were also feeling very much indebted to the Government and particularly to the Prime Minister for the exceptionally heroic efforts he had made last week for bringing about peaceful conditions. They were in complete agreement with the King in hoping that the peace established would be the forerunner of a lasting peace. In that connexion the Council would be pleased that the following letter had been received from Monsieur Pattou, president of the Pharmaceutical Society of Belgium:—

"I regard it as a sacred duty to express to you and to the Pharmaceutical Society of Great Britain in the name of La Nationale Pharmaceutique and more particularly in my own name the sentiments of boundless admiration and recognition which we feel towards your Prime Minister, Mr Neville Chamberlain, for the tenacity with which he has pursued the maintenance of peace. He has saved Europe and the world, and he has saved in particular Belgium from the greatest disaster which could have come upon us."

THE PRESIDENT then announced that he had received apologies for absence from the treasurer, Mr. Marns, Mr. Rowsell and Professor Dilling.

DEATHS

THE PRESIDENT next made suitable reference to the deaths of Professor Patrick Kirkaldy, London, who was a member of the Board of Examiners from 1920 to 1926; Mr. T. W. Dunsford, Torquay, first chairman of the Torquay and District Branch, who died whilst attending the British Pharmaceutical Conference in Edinburgh, and Mr. John Gower, Bridgend, for many years treasurer and secretary of the Bridgend and District branch.

GIFTS TO MUSEUM

THE PRESIDENT acknowledged the following gifts for the museum which is to be a feature of the Society's new headquarters:—A letter written by Dr. Collis Browne regarding the sale of chlorodyne, presented by Mr. A. Lee Hall, Winchcombe, Gloucester; a dental key used by a chemist-dentist in Devon sixty years ago, presented by Mr. J. Wicliffe Peck of London, and a prescription book in use between 1860 and 1870, presented by Mr. J. C. Wiggins, Ipswich.

BRITISH PHARMACEUTICAL CONFERENCE

THE PRESIDENT, in moving resolutions of appreciation of the work of the Local Committee, the reception and hospitality of the Senatus of the University and the Lord Provost and Town Council of Edinburgh throughout the recent Conference mentioned in particular the names of Dr. Blackie and Mr. Drummond, to whom he paid a warm tribute.

THE VICE-PRESIDENT seconded, and others who added their expressions of appreciation included Mrs. Irwin, who said the Ladies' Committee had helped very materially to make the Conference a success.

The resolutions were carried with acclamation.

REGISTRATION ITEMS

Thirty-one persons were elected as student-associates of the Society, and seven persons were restored to the registers of pharmaceutical chemists and chemists and druggists. The secretary reported that twenty-three persons had been restored to the Register, while fourteen sets of premises had been restored to the Register of Premises. The registrar reported that 108 persons had been registered as apprentices or students, and he was authorised to remove four names from the Register of persons who had not paid the necessary fee. Mr. James Frederick Lowry, formerly of Belfast, now residing at 47 Carlton Avenue, Broadstairs, and Mr. Lawrence Perrin Abra, formerly of Victoria, now residing at 37 Finchley Road, London, N.W.8, having complied with the Regulations, were registered as chemists and druggists.

The report on the Council's prizes examination was presented and showed that there were eleven competitors but none of them reached the requisite standard, and the examiners recommended that no awards should be made.

EDUCATION COMMITTEE

The report of the meeting of the Education Committee on October 5 was presented by the vice-president (Mr. W. Deacon). The chairman reported to the Committee that by leave of the Council he had withdrawn the memorandum on the teaching of bacteriology and that it was to be presented at the meeting on October 5. The report of the Privy Council visitor to the examinations held in London during the year ending March 31, 1938, was received and certain parts were referred to the Examination Regulations subcommittee. The reports of the Representative Body of Teachers and of the Examination Regulations subcommittee were received, both of which were referred to the Examination Regulations subcommittee. An application for approval of conditions for a practical course of study in a hospital was accepted for the student on whose behalf it was made, and two applications for approval of a full-time course of instruction for the Preliminary Scientific examination were deferred pending a visit of inspection. The committee recommended that the regulations governing the scholarships be amended to make entry for the Preliminary Scientific examination and not the passing of that examination a condition of entry for the scholarships competition. Six applications for concessions in respect of the examination regulations were considered, three of which were granted and one deferred until the next meeting. Approval was given to the arrangements made for a course for the Diploma in Biochemical Analysis at Edinburgh.

The report of the Government visitor (Sir William Willcox) on the examinations held by the London Board of Examiners of the Society during the year ending March 31, 1938, included the following passages:—

Preliminary Scientific Examination.—It will be noted that the percentage of passes in the whole examination is still very low (23.09 per cent.), indicating a lack of adequate preparation before admission to the examination in the case of the majority of the candidates. The percentage of failures in biology is very high. In the last two Reports attention was directed to the very high percentage of failures in botany. The new subject, biology, which includes botany and zoology, presents the same difficulty to the candidates. This unsatisfactory state of affairs requires investigation as to the teaching of biology in the recognised schools. The division of the Preliminary Scientific examination into two parts (a) biology, (b) chemistry and physics, which might be taken separately, is worthy of consideration.

The preparation of the candidates in chemistry and physics was good. The candidates did well in the theoretical as well as the practical parts of these examinations, showing that their training had been good.

Chemist and Druggist Qualifying Examination.—It will be noted that the percentage of rejection in pharmaceuticals is high. This subject is of the greatest practical importance of all, and it is essential that a high standard be insisted upon. The number of candidates "referred" in forensic pharmacy, 50, is high. This subject is one which may easily be mastered by study and careful reading. Candidates should take care that they have an accurate knowledge of this relatively simple subject before they present themselves for the examination. In physiology the written papers were satisfactory and the rejections low.

Pharmaceutical Chemist Qualifying Examination.—This examination involves a much more extensive course of training than that of the Chemist and Druggist Qualifying examination and a higher standard of knowledge is required. The subject pharmaceuticals includes an elementary knowledge of the principles of bacteriology, both practical and theoretical. Special attention is paid to the principles of sterilisation, which is a subject of profound importance in practical pharmacy of to-day, since so many remedies are given by subcutaneous injection. The examination in physiology requires a knowledge, both theoretical and practical, of the principles of physiology in so far as they are applicable to pharmacy. This subject forms a welcome and important addition to the syllabus of the higher examination. It is very satisfactory to note the high percentage (56.04 per cent.) of passes in the Pharmaceutical Chemist Qualifying examination and the small percentage of failures in the whole examination (28.57 per cent.). This indicates a high standard of training and efficiency in the candidates who presented themselves, and is a welcome sign in view of the considerable extension of the curriculum. It gives great pleasure to express my high appreciation of the excellent manner in which the arrangements for all the examinations were organised and executed. This reflects great credit on the Examiners and the administrative staff of the Pharmaceutical Society. I should also like to lay stress on the fairness, courtesy and kindly consideration shown by all the Examiners throughout all the examinations.

SIR WALTER LANGDON-BROWN, commenting on the failures in biology, said that his experience had shown that the rejections from the smaller schools were very numerous, but not so marked in the case of students from the universities. It was quite clear that a little from the Council would have the effect of raising the standard of biological teaching in the schools. He quite agreed that the repeated rejections from the same group showed where the fault lay. The points he wished to make were that there was a tendency for the examiners to multiply types of plants and animals when what was wanted was a general insistence on the principles of biology. While they should keep an eye on the syllabuses they should also keep an eye on the examiners. (Hear, hear.) They should think in terms of the student who had got a definite object in life which was not that of being an experimental biologist. (Hear, hear.)

THE VICE-PRESIDENT expressed appreciation of Sir Walter Langdon-Brown's remarks.

BENEVOLENT FUND COMMITTEE

The report of this committee showed that twenty-two applications had been considered and grants made or now recommended ranged from £6 10s. to £39.

THE SECRETARY submitted a statement showing that the number of annuitants on the list in October 1937 was thirty-eight and that eight had been added in December, making a total of forty-six. Of these four had since died, leaving on the list forty-two annuitants who were receiving a total of £1,939. After consideration the Committee recommended that an election of four annuitants on the Benevolent Fund take place on December 6 at 3 p.m. and that there be no contest for the four places. The quarterly report of the committee showed that the total number of grants made was thirty-seven, and the total disbursements amounted to £803. During the same period the receipts totalled £918 10s. Special contributions acknowledged were chiefly money from weighing machines and collecting boxes.

WAR AUXILIARY BENEVOLENT FUND

The report of this committee showed that four applications had been considered and grants made or now recommended ranged from £26 to £52. The report for the quarter indicated that twelve grants had been made amounting to £291 10s.

ESTABLISHMENT COMMITTEE

The committee reported on the opening of the college and stated that the Dean had reported that he had decided that the Session should open on the morning of October 10 instead of October 17, and the Committee approved this decision. In

view of the fact that it would be difficult, if not impossible, for Mr. Eason to attend an inaugural meeting held later in the term, the Committee decided that there should be no inaugural meeting this year, but that Mr. Eason should be invited to deliver the inaugural sessional address next year. It was further decided that the prizes should be presented at the same time as the presentation of certificates to successful chemist and druggist candidates.

ORGANISATION COMMITTEE

The report of this committee referred to the appeal for funds for the new building and stated that it was reported that in view of the setting up of a special subcommittee to consider the arrangements for appealing to members, there would be no occasion for the Committee to consider the holding of district meetings as suggested in Mr. Marns' note to the Council.

FINANCE COMMITTEE

The financial statement showed that receipts since the last meeting including a balance of £6 os. 11d., amounted to £14,071 16s. 10d., comprising the following items: Members' Fees, £36 9s. 9d.; Premises Fees, £76 13s.; Subscriptions, £17 17s.; Examinations, £4,458 6s.; Registration Fees—As apprentice or student, £165 18s.; Registration Fees—As chemist and druggist, £10 10s.; Restoration fees, £14 14s.; Law—penalties and expenses, £54 5s. 4d.; Rentals, £21 17s. 6d.; Pharmaceutical Journal, £989 17s. 8d.; Pharmaceutical Press, £296 5s. 2d.; F.S.S.U. contributions, £21 13s. 8d.; Telephone—refunds, £1 8 10d.; Transferred from deposit account, £7,900. Payments ordered at the last meeting amounted to £14,040 4s. 9d., leaving a balance of £31 12s. 1d. The amount on deposit account was £41,100. The balances on the other accounts were: Benevolent Fund (current account), £30 9s. 10d., deposit account, £800; Benevolent Fund (donation account), £1 12s. 8d., deposit account, Nil; War Auxiliary Benevolent Fund, £33 14s., deposit account, £100; Hills Orphan Fund, 7s. 8d., deposit account, £330; Orphan Fund, £6 8s. 7d., deposit account, £130. The action of the secretary in making payments amounting to £1,497 11s. 2d. was approved, as was his payment of £252 16s. 3d. for reimbursement by the Pharmaceutical Trust. The treasurer was authorised to pay accounts amounting to £8,156 7s. 3d., and the trustees of the Pharmaceutical Trust were requested to pay accounts amounting to £1,387 10s. 7d.

MR. WALLIS, in submitting the accounts, mentioned that the membership of the Society had now reached 24,014, an increase of 600; student-associates numbered 628, a decrease of sixty-two, and there were 430 apprentices, showing an increase of fourteen.

MR. MCNEAL, at the end of the meeting, referred to the recent crisis, and said that a deep debt of gratitude was due to pharmacists who had decided to stay in their pharmacies ready to deal with any emergency.

LAW COMMITTEE

The report of the meeting held on October 4 was presented to the chairman (Mr. J. Jack). It showed that in England, Scotland and Wales 883 chemists' shops, forty-two listed sellers and forty-five drug store proprietors, grocers and similar traders had been visited by the Society's inspectors during the past month. It showed also that in England and Wales 291 drug stores and other premises had been visited by the Society's agents during the past month.

This was all the public business.

PRESERVATION OF INJECTIONS.—The preservative properties of chloroform in vaccines and injection solutions are described by Bevan in the "Veterinary Record," July 23, p. 944, who gives details of his experience with such preparations. For many years he has used 0.25-0.5 per cent. of chloroform in vaccines in preference to sterilisation by autoclaving, and he states that this simple method has been entirely satisfactory during the time he has issued yearly some 60,000 doses of quarter evil and contagious abortion vaccine. No complaints have been received concerning abscess formation or swelling following the use of vaccines prepared in this way, and from the beneficial results of the vaccines it appears that the chloroform did not adversely affect their antigenic properties. Bevan has also used chloroform solutions for preparing injections of potassium antimonyl tartrate and other compounds which have been introduced for parenteral administration in veterinary practice.

Pharmaceutical Society of Northern Ireland

Annual Meeting

THE thirteenth annual general meeting of the Pharmaceutical Society of Northern Ireland was held at the headquarters, 73 University Street, Belfast, on October 3, the president (Mr. S. H. Forrest) in the chair. There were also present Messrs. Walter Tate (vice-president), H. F. Moore (treasurer), Samuel Gibson, J.P., Fred W. Storey, J.P., J. W. Gray, E. A. Richey, James McDowell, I. W. Parker, J. McGregor, S. S. Badger, J.P., J. T. Nicholl, G. Mains Shaw, C. Abernethy, P. R. W. Shinner and J. A. McRoberts. The secretary (Mr. D. L. Kirkpatrick) was in attendance.

COUNCILLORS RE-ELECTED

The unopposed return of four pharmaceutical members of the Council who retired by rotation was announced by the president as follows:—Messrs. John Edgar Connor, J.P., Newry; James Glendinning, Londonderry; Henry Francis Moore and James McDowell. He congratulated each of them on this fresh manifestation of the Society's confidence, and expressed the hope that they would have a further successful term of office.

MR. MOORE, expressing thanks for his re-election, said anything he could do for the benefit of pharmacy he would do with a heart and a half.

MR. MCDOWELL said that the first time he presented himself for election to the Council he had to fight to get in, and he found it a great relief to get in without such trouble the second time. (Laughter.)

THE SECRETARY apologised for the absence of Mr. Connor and Mr. Glendinning, and said they had requested him to express their thanks for their unopposed return.

PRESIDENTIAL ADDRESS

MR. FORREST said he regretted to report that the Society had lost by death since their last meeting the following members:—Messrs. Robert Barron, Hopefield Avenue, Belfast; Huston Lancashire, Ballymena; George Wilson Lawson, Limavady; Benjamin Logan, Downpatrick; Robert Morrow, Corn Market, Belfast; John Thompson, Londonderry; and David Walsh, Banbridge. To the relatives the Society would extend their heartfelt sympathy.

"You will note from the balance sheet," went on the president, "that the Society has had a very successful year financially, there being an excess of income over expenditure of £64 4s. 4d. This I consider very satisfactory. I regret to say that the depression in trade still continues, and owing to so much unemployment our profession and business has suffered accordingly. The revaluation, high rates, increased income tax and other charges have added considerably to our overhead expenses.

"There were eleven meetings of the Council, four meetings of the Education Committee, ten meetings of the Finance Committee and three meetings of the House Committee during the year. The Council held their June meeting in Londonderry, and after the business the members of the Council with their lady friends were entertained by the members of the Londonderry Chemists' and Druggists' Association to a motor tour in Donegal, during which we visited the fort at Dunree, and afterwards had tea in the Lough Swilly Hotel, Buncrana, where the Mayor of Londonderry, Sir James Wilton, extended to us an official welcome. The Council are deeply indebted to their Londonderry friends for their generous hospitality, and to the Mayor who hurried a long distance from another function to extend a civic welcome."

THE PRESIDENT announced the following examination results:—December 1937—*Preliminary Scientific*: 70 entered, 23 passed, 26 referred, 18 failed, three absent; *Final, part 2*: 49 entered, 17 passed, 18 referred, 13 failed, one absent. June 1938—*Preliminary Scientific*: 57 entered, 19 passed, 21 referred, 17 failed; *Final, part 2*: 46 entered, 11 passed, 15 referred, 18 failed, two absent. The following certificates were issued during the year:—Final Qualifying 28, Preliminary Scientific 42, Preliminary 36. Pharmaceutical Preliminary examination of Queen's University: 10 candidates passed.

The name of Mr. Henry Percy Jones, Silbert, Glen Road, Craigavad, chemist and druggist of Great Britain, registered in 1896, was added to the register in July 1938 under Part 2, Section 7 (7) of the Pharmacy and Poisons Act (N.I.), 1925, in accordance with the reciprocity agreement with the Pharmaceutical Society of Great Britain. For the year ended December 31, 1937, 502 licences were issued to pharmaceutical chemists and 42 to registered druggists. The number of names on the Register is as follows:—Pharmaceutical chemists, 918; chemists and druggists, 9; registered druggists, 1,938; superintendents of bodies corporate, (Ph.C.) 81 and (R.D.) 1; certified assistants, 7; apprentices, 582. At the June examination two students, Gerald Eugene Magee and William James Taylor, were recommended for medals. Mr. Magee obtained 582 marks out of a possible 700 and he gets the gold medal. Mr. Taylor is second with 525 marks and gets a silver medal. These are the highest marks obtained in the Council year for the Preliminary Scientific examination. Mr. Patrick McAnallen, who obtained the final certificate of pharmaceutical chemist, was awarded a book prize value 30s. for the highest marks in pharmacy. Out of a possible total of 300 he obtained 266, or 88.66 per cent. During the year the Council had under consideration a building scheme for a laboratory, but after prolonged consideration it was felt that the time was not opportune for launching out on such a venture. If, of course, the members of the Society think that this scheme is essential the Council will then proceed to put up the necessary building. This would cost approximately £2,000 and equipment £1,000.

MR. G. E. Magee, Londonderry, winner of the gold medal, and Mr. W. J. Taylor, Strabane, winner of the silver medal, were then presented with their awards, and were complimented by the president on their success.

ANNUAL REPORT

MR. MOORE, in presenting the financial statement, said the Society could afford to congratulate themselves on a thoroughly satisfactory year.

MR. S. S. BADGER, J.P., moving the adoption of the report, said if every business house could do half as well there would be every cause for satisfaction. He congratulated the president on the way he had comported himself in the chair during his year of office; he had attended a great many functions in his official capacity and had done both himself and the Society credit, and he could rest assured that the Society was grateful. (Hear, hear.)

MR. J. W. GRAY, seconding, also complimented the president on the dignified manner in which he had carried out his duties.

THANKS TO PRESIDENT

On the motion of MR. BADGER the meeting passed a vote of thanks to the president for his distinguished services.

MR. FRED STOREY said he wished to join in the congratulations to the president, but thought it was a great pity that there was not a bigger attendance at that meeting to show their appreciation. He failed to see why the members of the Society did not take a greater interest in their own affairs; after all, that was their meeting, and they should not be content with leaving it more or less to the members of the Council. It was discouraging to the president and to everyone concerned to find such a poor attendance on an occasion of such importance, and he would appeal to the members of the Society in general to have this unfortunate omission rectified next time. (Hear, hear.) Mr. Storey thought it would be unwise to spend £2,000 or more on a laboratory or anything of that nature, but suggested that if the Society had money to spare they could not do a better thing than give a substantial subscription to the Benevolent Fund. He would suggest £1,000. He also expressed the opinion that there should be a sum written off each year for depreciation of the University Street premises. Every business concern took depreciation off their premises, and he failed to see why the Society should not do the same. Mr. Storey also expressed the hope that the courtesy visits of the presidents of the Northern Ireland and Eire Societies would be revived. There was no border as far as pharmacy was concerned, and the presidential exchange was an excellent

medium of exchanging views and of great benefit to them in their work. (Hear, hear.)

MR. MOORE, in reply to the suggestion regarding the depreciation of the premises, explained that the Council had taken this up with the auditors, whose view was that the building to-day was worth every penny of what it had cost and, accordingly, that nothing should be written off.

THE PRESIDENT said he differed from Mr. Storey. While effects and furnishings undoubtedly depreciated with the passing of the years, property appreciated in value. If they tried to sell their University Street premises he believed they would get as much as they had paid, if not more.

MR. P. R. W. SHINNER was of the same opinion as Mr. Storey and thought that there should be something written off in spite of what the auditors said.

THE SECRETARY said they were keeping the property in good condition and spending money on it every year. He would, however, raise the matter with the auditors next year.

WINTER LECTURES SUGGESTED

MR. WALTER TATE suggested that with the winter just beginning the Council should investigate the possibilities of a course of lectures which would be of interest to the trade on the same lines as those held some years ago. The wholesale houses, he believed, would be only too willing to co-operate by supplying lecturers, and if they could only get the loyal co-operation of the rank and file, especially the younger members and students, the result would be highly satisfactory.

MR. J. MCGREGOR said that, speaking on behalf of the younger members, he thought the idea excellent.

MR. SHINNER also welcomed the suggestion and thought the best method of organising a course of lectures would be to issue a book of tickets. By the number of applications received for these the Council could at once gauge the possible attendances, and then determine whether or not the holding of a lecture would be justified.

MR. STOREY said he saw no reason why members of the Society should not give talks of interest to every member. He remembered a lecture given by Mr. Richey on the Poisons Act, and it was splendidly supported, and he believed if they went the right way about it, the members of the trade would be keenly interested in the scheme. The important thing was the subject-matter of the lectures—they did not want lectures which would be above their heads altogether. (Hear, hear.)

THE PRESIDENT said the Council would only be too pleased to arrange a lecture series if they could be assured of reasonable support.

MR. GILBERT SHAW said they should make a start at once and build up trade interest in the lectures.

MR. C. ABERNETHY proposed, and MR. SHAW seconded, that the matter be left in the hands of the Council to arrange.

ANNUAL DINNER

MR. MOORE suggested that the Society should have an annual dinner in the same way as other bodies in the city. He was surprised that they had never done this before, considering their prestige as a body and the place they occupied in the community.

A MEMBER: All we have is the annual meeting. (Laughter.)

MR. MCGREGOR said he had raised this point a good many years ago. His idea was to have the annual meeting first, say at seven o'clock, and then, about eight, the social affair, to which they could bring the ladies.

MR. SHAW said he thought it would be better to keep the annual meeting and the dinner separate. (Hear, hear.)

THE PRESIDENT said he was glad that Mr. Moore had raised this matter, because he had felt for years that the Society should have a dinner to mark the year's working.

On the motion of MR. MOORE, seconded by MR. ABERNETHY, it was decided to request the Council to go into the matter.

MR. ABERNETHY urged that the annual meeting and the dinner should be held on separate dates.

BENEVOLENT FUND

THE PRESIDENT said the Council would go into the whole thing in the most exhaustive way. In regard to Mr. Storey's suggestion that the Society should contribute £1,000 to the Benevolent Fund, he could not accept it as a motion. The Council could not vote any sum over £5.

MR. STOREY said he thought they could do it at the annual meeting. If not, why not call a special meeting? The matter

had been raised at the last annual meeting, and he would like to know what had been done.

THE SECRETARY said their solicitors had advised them that it would be illegal to give such a sum.

MR. STOREY said subscriptions had been given to the Jubilee Fund and the Royal Victoria Hospital, and in his opinion the matter of the amount should make no difference. After all it was for their own charity.

THE SECRETARY said there was a big difference between twenty-five guineas and £1,000.

THE PRESIDENT said he had been under the impression that the Benevolent Association was non-existent because he had received no invitations to their meetings. Had they ever held any meetings?

MR. J. T. NICHOLL said the Association was very much alive, but there had been some delay in the drawing up of the articles of association. This was due in the main to an accident to their honorary solicitor. He (Mr. Nicholl) was surprised to hear that the president had received no invitation to the meetings, because his name had certainly been on the list of invitations.

THE PRESIDENT remarked amid laughter that it was rather previous of Mr. Storey to ask for £1,000 for the Association before the articles of association were drawn up. He had every sympathy with the Benevolent Fund, but he thought it would be better to get it on a proper footing before they went into the matter of a subscription. (Hear, hear.) The actual position was that the Council could not deal with the matter until the articles of association were submitted to them.

It was decided to defer the matter until the Benevolent Association was placed on a proper footing.

This was all the business, and the members were afterwards entertained to afternoon tea.

Coming Events

This section is reserved for advance notices of meetings or other events. These should be received by Wednesday of the week before the meetings, etc., occur.

Monday, October 10

Waterloo, Seaforth and Crosby Pharmacists' Association, Jeffery's Café, 42 South Road, Waterloo, at 8.45 p.m. Annual meeting.

Pharmaceutical Society of Great Britain, 17 Bloomsbury Square, London, W.C.1. Opening of the School of Pharmacy. See page 402.

Tuesday, October 11

Association of Pharmaceutical Employees, 17 Bloomsbury Square, London, W.C.1, at 8.45 p.m. Meeting.

Bradford Branch, Pharmaceutical Society, Midland Hotel, 8.15 p.m. Meeting and film show.

North-East (London) Pharmaceutical Association, Old Gravel Pit Hall, Mare Street, Hackney, at 8.30 p.m. Dr. A. Badenoche, M.A., F.R.C.S., on "The Blood and its Circulation."

South-East Metropolitan Branch, Pharmaceutical Society, Ship Hotel, King William Walk, Greenwich, at 8.45 p.m. Mr. G. Brownlee, B.Sc., Ph.C., on "Biological Methods of Testing."

West Ham Association of Pharmacists, Church Hall, Meeson Road, Portway, West Ham, at 8.45 p.m. Film show.

Wednesday, October 12

Chester Branch, Pharmaceutical Society, Blossoms Hotel, Foregate Street, at 8 p.m. Whist drive and dance.

Medway Branch, Pharmaceutical Society, Sun Hotel, Chatham, at 7.30 p.m. Mr. F. C. Goodall, Ph.C., on "The Huddersfield Advertising Scheme."

Wimbledon Pharmacists' Association, Carmelite House, E.C.4, at 11 p.m. Visit to the "Daily Mail."

United Chemists of Wales, Duke of Wellington Hotel, Cowbridge. General Meeting.

Glasgow and West of Scotland Branch, Pharmaceutical Society, Gordon Restaurant, Glasgow, at 8 p.m. Opening session; inaugural address by Professor George Barger, D.Sc., F.R.S.

Thursday, October 13

Chemists' Dental Society, University of London, Institute Road, South Kensington, S.W.7, at 4 p.m. Annual meeting.

Manchester and Salford Branch, Photographic Dealers' Association, Victoria Hotel, Manchester, at 8.30 p.m. Meeting.

Reading Branch, Pharmaceutical Society, Great Western Hotel, at 8 p.m. Annual meeting.

London Chemists' Golfing Society, North Middlesex Golf Club. Meeting.

Trade Report

Where possible scales of prices of chemicals are given for bulk down to small quantities. Prices recorded for crude drugs, essential and fixed oils and coal tar products are for fair sized wholesale quantities. Qualities of chemicals, drugs, essential and fixed oils, etc., vary, and selected brands or grades would be at higher values

28 Essex Street, W.C.2, October 6

With the relief that came last week-end in the grave European political situation, the demand for all descriptions of products reported on in these columns has quietened down just as suddenly as it commenced. There is no doubt a vast volume of business was transacted, and a good deal more could have been done had the manufacturers and merchants not adopted the sound precaution of restricting their sales to consumers and then only under ration conditions. Sales prices were steadily maintained without any attempt to exploit the position. The irregularity of exchange rates on sterling, particularly the American dollar, is reflected in the rather dearer shipment quotations for many products. In the PHARMACEUTICAL CHEMICALS market manufacturers and merchants report business continues fairly good, with values generally steady and unchanged.

Crude Drugs

The demand for these products has slackened off, but trade is still quite good. The strength of most markets is in the paucity of spot stocks and in some commodities the position is becoming acute. AGAR has sold well on spot, with the Continent still buying substantially. Spot stocks of CURAÇAO ALOES are now negligible; market very firm. *Tolu BALSAM* is quoted dearer, spot and forward. Good business in SUMATRA BENZOIN; spot market now firm. Fair sales of CASCARA SAGRADA on spot at full prices. ERGOT has not received much attention this week; spot values rather cheaper. SUDAN GUM ACACIA has been in brisk demand, with the market continuing fully steady. Fair demand for HONEY, and values are well maintained. HYDRASTIS is dearer and more business is reported. Japanese MENTHOL continues to sell well on spot both for home trade and re-export to the Continent; values are well maintained. Substantial re-export business in TURKISH OPIUM; all London stocks reported cleared. RHUBARB is in very small supply here and held firm; no shipment offer from China. RUBBER is dearer on the week. Spot and forward prices for SENEGA are dearer. More inquiry for the industrial grades of TRAGACANTH.

Essential Oils

With the other markets, conditions here are quieter, but the business this week has been fairly satisfactory and values are maintaining their recent improved tone. Spot values for ANISE (STAR) have reacted a little, closing steady; no shipment offers. Brazilian BOIS DE ROSE is fully steady as quoted on spot. American CEDARWOOD is slightly dearer on exchange. Spot prices for repacked Ceylon CINNAMON LEAF are rather dearer. Rather more spot business in GERANIUM. Good quality HO (SHU) is scarce on spot, and the market generally is firm at the advance. Not much interest shown in new crop LAVENDER. Sicilian hand-pressed LEMON is reported firm and dearer at the source; it is difficult to locate any bulk spot supplies of good quality oil, and the price is nominal; no offers of new crop for shipment this week. Spot supplies of Californian LEMON are also reported to have been cleared. More business on spot in French Guinea ORANGE, with prices steadier. Japanese PEPPERMINT has sold well for home and re-export.

Exchange Rates on London

The following is a list of the chief Continental and other exchange rates at the opening on Thursday morning:—

Centre	Quoted	Par	September 29	October 6
Amsterdam ...	Fls. to £	12.107	8.70	8.80
Berlin ...	Mks. to £	20.43	12.00	11.95
Brussels ...	Belgas to £	nominal	27.50	28.35
Copenhagen ...	Kr. to £	18.159	22.40	22.40
Lisbon ...	Esc. to £	110	110½	110½
Madrid ...	Ptas. to £	25.24½	nominal	nominal
Milan ...	Lire to £	92.46	88½	91½
Montreal ...	Dols. to £	4.86½	4.75	4.83
New York ...	Dols. to £	nominal	4.70	4.80
Oslo ...	Kr. to £	18.159	19.90	19.90
Paris ...	Fr. to £	124.21	178½	178½
Prague ...	Kr. to £	164.25	137½	139½
Stockholm ...	Kr. to £	18.150	19.40	19.40
Warsaw ...	Zloty to £	43.38	24½	25½
Zurich ...	Frs. to £	25.2115	21.00	21.05

Bank rate 2 per cent.

Pharmaceutical Chemicals, etc.

FOLLOWING the brisk demand of last week the market has quietened down, but there is still a fair volume of business being transacted. Quotations are generally unchanged.

ACETANILIDE.—Steady, business quiet: B.P. crystals and powder, 1s. 7d. to 1s. 10½d. per lb., as to quantity.

AMIDOPYRINE.—Dealers' prices are steady: crystals, two cwt., 9s. 4d.; one cwt., 9s. 8d.; less than one cwt., 10s. per lb., with powder, 2½d. per lb. extra.

AMMONIUM ICHTHIOSULPHONATE.—One cwt., 1s. 6½d., in 14-lb. tins; 1s. 8d. in 1-lb. tins; 1s. 10d. in 8-oz. tins, and 2s. 1d. per lb. in 4-oz. tins.

ASPIRIN.—Makers' and dealers' prices are steady: home trade, ten cwt., 2s. 7d.; five cwt., 2s. 8d.; one cwt., 2s. 8½d.; 28 lb., 3s.; 14 lb., 3s. 1½d.; 7 lb., 3s. 2½d.; 4 lb., 3s. 4½d.; 1 lb., 3s. 7d. per lb. Bulk packing free, net, carriage paid. Contracts over twelve months, minimum one ton; over six months, less than one ton.

BENZOIC ACID (B.P.).—Makers' prices continue steady: five cwt., 1s. 7½d.; one cwt., 1s. 8d.; smaller parcels, from 1s. 9d. up to 2s. 2d. per lb., as to quantity.

BROMIDES.—Makers' scales of prices steady. POTASSIUM, B.P., five cwt., 1s. 8d.; one cwt., 1s. 9d.; 28 lb., 2s. per lb. SODIUM, B.P., five cwt., 1s. 10d.; one cwt., 1s. 11d.; 28 lb., 2s. 2d. per lb. AMMONIUM, B.P., five cwt., 1s. 11d.; one cwt., 2s.; 28 lb., 2s. 3d. per lb. net. Resale clause applies. 28-lb. parcels and one-cwt. cases free. Smaller quantities than 28 lb. at higher prices. Export quotations are maintained as follows: POTASSIUM, B.P., five cwt., 1s. 4d.; one cwt., 1s. 4½d. SODIUM, B.P., five cwt., 1s. 5d.; one cwt., 1s. 5½d. AMMONIUM, B.P., five cwt., 1s. 6½d.; one cwt., 1s. 7d. per lb., f.o.b.

BUTYL CHLORAL HYDRATE.—Business quiet: spot, 14 lb., 8s.; 7 lb., 8s. 3d.; 1 lb., 8s. 6d. per lb., in 1-lb. bottles.

CAFFEINE.—The scales for Continental material, duty paid, in 5-lb. tins, are as follows:—Pure alkaloid, two cwt., 8s. 10d.; one cwt., 9s. 0½d.; 56 lb., 9s. 2½d.; less than 56 lb., 9s. 4½d. per lb. Citrate, two cwt., 5s. 11½d.; one cwt., 6s. 0½d.; 56 lb., 6s. 1½d.; less than 56 lb., 6s. 2½d. per lb. Soda sal., two cwt., 6s. 2½d.; one cwt., 6s. 3d.; 56 lb., 6s. 4½d.; less than 56 lb., 6s. 5½d. per lb. English makers' prices as follows: Pure alkaloid, two cwt., 9s.; one cwt., 9s. 2d.; 56 lb., 9s. 4d.; less than 56 lb., 9s. 6d. per lb. Citrate, two cwt., 5s. 11d.; one cwt., 6s.; 56 lb., 6s. 1d.; less than 56 lb., 6s. 2d.

CHLORAL HYDRATE.—Steady at makers' prices: duty-paid crystals, in 14-lb. free containers, five cwt., 3s. 2d.; one cwt., 3s. 3d.; 28 lb., 3s. 4d. per lb.; 28-lb. jars one penny per lb. extra.

CITRIC ACID (B.P. CRYSTALS).—Steady, demand moderate: British material quoted at 1s. 0½d. per lb., less 5 per cent. discount, nominal and without engagement. Dealers' prices for imported material are competitive.

CREAM OF TARTAR.—Quoted unchanged: British material, 99 to 100 per cent., 92s. per cwt., less 2½ per cent. discount. Dealers' prices for foreign material competitive.

CREOSOTE (B.P.).—Demand is small: bulk quantities, in 25-kilo. demijohns, 1s. 6d.; small parcels, 1s. 7½d. up to 2s. per lb., ex store.

GLYCERIN (B.P.).—Makers' scale of prices for all quantities continue steady. The scales are as follows:—

PRICE PER CWT.

Contracts or Spot Lots of	Under 1 cwt.	1 cwt. and under 2½ cwt.	2½ cwt. and under 5 cwt.	5 cwt. and under 10 cwt.	10 cwt. and under 20 cwt.
Minimum deliveries off contract of	—	1 cwt.	1 cwt.	1 cwt.	2 cwt.
Tins, 14 lb. each ...	per cwt. 97/6	93/-	92/-	89/-	88/-
Tins, 28 lb. ...	94/6	90/6	89/6	86/6	85/6
Tins, 56 lb. ...	91/6	88/-	87/-	84/-	83/-
Drums, 1 cwt. (charged 20/-)	—	83/6	82/6	79/6	78/6
Drums, 2½ cwt. (" 60/-)	—	—	80/6	77/6	76/6
Drums, 5 cwt. (" 75/-)	—	—	—	77/-	76/-
Drums, 10 cwt. (" 100/-)	—	—	—	—	75/6
Extra per cwt. for smaller deliveries ex contract than as above specified	5 cwt. and under 10 cwt. ...	—	—	—	—
	2 cwt. and under 5 cwt. ...	—	—	—	—
	1 cwt. and under 2 cwt. ...	—	—	—	—
	Under 1 cwt. ...	1/-	1/-	1/-	1/6

Refined Pale Straw Industrial Glycerin, 1.260 S.G. 5/- per cwt. less than chemically pure.

EPHEDRINE.—British makers' quotations for Hydrochloride, B.P., in minimum 1,000-oz. lots are steady at 6s. per oz.; smaller parcels, up to 7s. per oz. Pure, alkaloid, is quoted from about 7s. 9d. to 8s. 6d. per oz., as to quantity. Steady business.

GALLIC ACID.—Quiet, quoted unchanged: one cwt., 3s.; 56 lb., 3s. 1d.; smaller parcels, up to 3s. 6d. per lb.

GUAIACOL CARBONATE.—Very steady as quoted: 8s. 10d. per lb., bulk quantities at slightly cheaper prices.

GUAIACOL (CRYSTALS).—Market is dull but fully steady: 9s. 10d. per lb. in 14-lb. jars; 9s. 10½d. in 7-lb. bottles; 10s. 3½d. per lb. in 1-lb. bottles.

LACTIC ACID (B.P.).—Limited business, quoted unchanged: quantities, in carboys, 1s. 4½d. to 1s. 5d.; in winchesters and bottles, 1s. 6d. up to 2s. per lb., as to quantity.

MERCURIUM.—Makers' prices are steady: terms, net, without engagement. Special prices for larger quantities and contracts, and bulk prices of assorted salts.

	Less than 28 lb.	Not less than 28 lb.	Not less than 112 lb.
Ammo.ated Lump B.P. (White Precip.)	s. d.	s. d.	s. d.
Powder B.P.	5 10	5 6	5 5
Bichloride Lump B.P. (Corros. Sub.)	6 0	5 8	5 7
Powder B.P.	5 1	4 9	4 8
Chloride B.P. Calomel	4 9	4 5	4 4
Red Oxide Cryst. B.P.C. (Red Precip.)	5 10	5 6	5 5
Levig. B.P.C.	6 11	6 7	6 6
Yellow Oxide B.P.	6 5	6 1	6 0
Persulphate White	6 3	5 11	5 10
Sulphide Black (Hyd. Sulph. cum. Sulph. 50%)	6 0	5 8	5 7
	5 11	5 7	5 6

METHYL SALICYLATE.—Fair business, quoted unchanged: spot, ten cwt., 1s. 1½d.; five cwt., 1s. 2d.; one cwt., 1s. 2½d.; less than one cwt., 1s. 3d.; small quantities, in bottles, up to 2s. per lb.

METHYL SULPHONAL.—Dealers report business quiet: two cwt., 19s. 9½d.; one cwt., 19s. 9½d.; 56 lb., 20s. 2½d.; small parcels, up to 20s. 8d. per lb.

PARAFORMALDEHYDE.—Steady and in moderate demand: 100 per cent. powder, bulk quantities in kegs, about 1s.; smaller parcels, up to 1s. 4½d. per lb., as to quantity.

PARALDEHYDE.—Business of small account: in carboys, 1s. 2d.; in winchesters, 1s. 5d. to 1s. 6d.; in bottles, 1s. 7½d. to 1s. 10½d. per lb., ex store.

PHENACETIN.—Quoted by makers at former figures: crystals or powder, bulk quantities, from 2s. 6d.; smaller parcels, 2s. 7d. up to 3s. per lb., as to quantity.

PHENAZONE.—Dealers' prices are competitive: crystals, five cwt., 6s. 9½d.; two cwt., 7s.; one cwt., 7s. 3d.; and less, up to 7s. 6d. per lb., with powder, 2½d. per lb. extra.

PHENOLPHIBALEIN.—Makers' prices are steady: two cwt., 2s. 9d.; one cwt., 2s. 10d.; 28 lb., 3s.; 14 lb., 3s. 1d.; 7 lb., 3s. 2d.; smaller parcels, up to 3s. 6d. per lb.

PHENYLETHYLBARBITURIC ACID.—Small parcels, in 2-lb. bottles, are quoted at about 17s. 9d. to 18s. 6d. per lb., as to quantity.

PHOTOGRAPHIC CHEMICALS.—Home makers' prices are as follows: **AMIDOL.**—28 lb., 8s.; 14 lb., 8s. 9d.; 7 lb., 9s. 6d., in free 7-lb. tins; under 7 lb., 12s. per lb., in free 1-lb. bottles. **CHLORQUINOL.**—1-lb. bottles, 21s. per lb. **GLYCIN.**—7 lb., 10s. 6d.; 1-lb. bottles, 13s. 6d. per lb. **HYDROQUINONE.**—56 lb., 4s. 10½d.; 28 lb., 5s.; 14 lb., 5s. 3d.; 7 lb., 5s. 6d.; in 1-lb. bottles, 6s. 6d. per lb. **METOL.**—28 lb., 9s. 6d.; 14 lb., 9s. 9d.; 7 lb., 10s. 6d., tins free; 3 lb., 12s., bottles free; 1-lb. bottles, 12s. 6d. per lb., bottles free. **ALUM (PHOTOGRAPHIC QUALITY).**—1 cwt., 21s. per cwt.; 28 lb. for 6s. **GOLD CHLORIDE.**—15-grain tubes, 45s. per doz. **MAGNESIUM POWDER.**—10s. per lb. **PARAMIDOPHENOL.** **HYDROCHLOR.**—8s. 6d. per lb., bottles free. **POTASSIUM FERRICYANIDE.**—14 lb., 2s. 2d.; 7 lb., 2s. 4d.; 1 lb., 2s. 6d. per lb. **POTASSIUM METABISULPHITE.**—One cwt., 8d.; 28 lb., 9d.; 14 lb., 10d.; 7 lb., 1s. per lb. **PYROGALLIC ACID, CRYST.**—28 lb., 7s. 3d.; 14 lb., 8s.; 7 lb., 8s. 9d.; under 7 lb., 9s. 3d. per lb. **SODIUM (CARBONATE RECRYST.)**—5 cwt., 12s. 6d. per cwt.; 1 cwt., 15s. 6d. per cwt.; 56 lb. for 11s. 6d.; 28 lb. for 6s. **SODIUM HYPOSULPHITE, CUBES, CRYST.**—5 cwt., 17s.; 1 cwt., 19s. 6d. per cwt.; 56 lb. for 11s. 6d.; 28 lb. for 6s. **SODIUM SULPHITE (PURE).**—7 lb., 1s. 9d.; 1 lb., 2s. per lb., bottles and jars free. **SODIUM SULPHIDE, RECRYST.**—One cwt., 21s. 6d. per cwt.; 56 lb. for 13s. 6d.; 28 lb. for 7s.

POTASSIUM PERMANGANATE (B.P.).—British makers' scale of prices for home trade is as follows:—Not less than one cwt., 10½d.; not less than three cwt., 10d., in drums; not less than five cwt., 9½d. in 1-cwt. drums and 9½d. in 5-cwt. drums, net, delivered buyer's station, drums free. Technical or commercial quality, one cwt., 96s.; three cwt., 91s. 6d.; five cwt., 89s.; one ton, 86s. 6d. per cwt., in 1-cwt. drums.

POTASSIUM SULPHOGUAIACOLATE.—Remains slack: quoted at about 6s. 10d. to 6s. 6d. per lb., as to quantity.

QUININE SALTS.—Convention prices continue unchanged: sulphate, 2s. 2d.; bisulphate, 2s. 2d.; ethyl carbonate, 2s. 9½d.; salicylate,

2s. 10½d.; hydrochloride, 2s. 8½d.; dihydrochloride, 3s.; hydrobromide, 2s. 8½d.; dihydrobromide, 3s.; valcricanate, 3s. 8d.; hydroprophite, 4s.; alkaloid, 3s. 0½d. per oz., carriage paid on bulk quantities; 100-oz. tins free, smaller packages extra.

RESORCIN.—Makers' home trade prices are unchanged: crystals, one cwt., 5s. 5d.; 56 lb., 5s. 6d.; 28 lb., 5s. 7d.; 14 lb., 5s. 9d.; 7 lb., 6s.; smaller quantities, up to 7s. per lb.

SACCHARIN.—Convention price for 550 is 37s. 6d. per lb., duty paid, with rebates for quantities.

SALICYLIC ACID (B.P.).—Makers' scales of prices continue unchanged, more inquiry: five cwt., 1s. 7d.; one cwt., 1s. 7½d.; 28 lb., 1s. 10d.; 14 lb., 1s. 11½d.; 7 lb., 2s. 0½d.; 4 lb., 2s. 2½d. per lb.

SALOL.—Market is competitive at keen prices: 2s. 2d. to 2s. 4½d. per lb., as to quantity.

SANTONIN.—Spot supplies move slowly, with holders quoting bulk quantities at about £10 5s. and smaller parcels up to £12 per kilogram, ex store.

SODIUM BENZOATE (B.P.).—Makers' prices are unchanged: five cwt., 1s. 3½d.; one cwt., 1s. 4d.; smaller parcels, from 1s. 5d. up to 2s. per lb., as to quantity.

SODIUM DIETHYLBARBITURATE.—Controlled prices steady, more inquiry: spot, one cwt., 11s.; 28 lb., 11s. 3d.; 14 lb., 11s. 6d.; 7 lb., 11s. 9d.; smaller parcels up to 12s. 3d. per lb.

SODIUM SALICYLATE (B.P.).—Makers' scales of prices are unchanged, more inquiry: home trade, crystals or powder, five cwt., 1s. 5½d.; one cwt., 1s. 6d.; 28 lb., 1s. 9d.; 14 lb., 1s. 10½d.; 7 lb., 1s. 11½d.; 1 lb., 2s. 4d. per lb.

SULPHONAL.—Bulk quantities at keen prices on spot and to come forward: crystals or powder, two cwt., 15s. 5½d.; one cwt., 15s. 10½d.; 56 lb., 16s. 1d.; smaller parcels, up to 16s. 7½d. per lb.

TARTARIC ACID (B.P. CRYSTALS).—Makers' prices are steady: British makers quote at 1s. 1½d. per lb., less 5 per cent. discount, dealers offering foreign materials at competitive prices.

THEOBROMINE.—Prices for Continental, pure, two cwt., 7s. 10d. one cwt., 8s.; 56 lb., 8s. 2d.; smaller quantities, 8s. 4d. per lb.; sodium salicylate, two cwt., 6s. 3½d.; one cwt., 6s. 4½d.; 56 lb., 6s. 5½d.; smaller quantities, 6s. 6½d. per lb. delivered, 5-lb. tins free; smaller packages extra.

THYMOL.—Synthetic, fine white, one cwt., 6s.; 56 lb., 6s. 4d.; 28 lb., 6s. 9d.; less than 28 lb., 7s. 6d. per lb., tins extra, ex ajowan seed, one cwt., 8s. 5d.; 56 lb., 8s. 10½d.; 28 lb., 9s. 5d.; 14 lb., 10s. 6d. per lb.

VANILLIN.—Convention prices for home trade show no further change: ex clove oil or guaiacol, five cwt., 11s.; one cwt., 11s. 1½d.; 56 lb., 11s. 3d.; smaller quantities, 11s. 6d. per lb.

Crude Drugs, etc.

ACONITE ROOT.—Dealers' quotations for Napellus are at about 110s. per cwt., for small parcels.

AGAR.—Steady home and Continental demand for spot goods; market very steady: spot, Kobe, No. 1, 3s. 3d.; No. 2, 3s. Yokohama, No. 1, 2s. 11½d. per lb.; shipment Kobe No. 1 offering, with 2s. 10½d. wanted. No shipment offers of new crop received so far this week.

ALKANET ROOT.—A quiet demand for spot root, quoted at about 47s. 6d. per cwt., ex store.

ALOES.—Curaçao continues firm on spot, with supplies becoming negligible; no shipment offers: Cape, spot, 57s. 6d. to 60s.; shipment, steady at 55s. per cwt., c.i.f. Curaçao, spot, from 167s. 6d. to 175s., as to quality; shipments, 150s. upwards per cwt., c.i.f. nominal. Aden, 57s. 6d. per cwt., ex store.

ANTIMONY.—Market continues steady: Chinese, crude, spot, £37; shipment, October-November, £31, c.i.f. English regulus, £71 per ton, ex store.

BALSAMS.—*Tolu* is quoted dearer at 2s., with shipment reported up to 2s. 1d., c.i.f.; *Canada*, 2s. 11d.; *Copaiba*, 1s. 9d.; *Peru*, 4s. 2d. per lb., spot.

BELLADONNA.—Occasional inquiry on spot: leaves, 55s.; root, high test, 55s. per cwt., spot.

BENZON.—Good spot demand for the cheaper quality Sumatra; market firm: Siam medium almonds, £26 10s.; bean and pea, £21 per cwt. Sumatra, 75s. to 95s. per cwt., as to quality, ex store.

BUCHU.—Market is steady, business limited to odd bales: rounds, 1s. 5d. to 1s. 7d. per lb., as to quality. Ovals, 1s. 4d. to 1s. 5d., ex store.

BURDOCK ROOT.—Spot supplies are quoted in the region of 47s. 6d. per cwt., as to quantity.

CAMPHOR.—Steady sales at former values: Japanese monopoly BB brand, £7 10s. per 100 lb.; Japanese, natural, spot, tablets, 2s. 6d.; powder, 2s. 3d.; slabs, 2s. 2½d. per lb., ex store; shipment: tablets, 2s. 2d.; powder, 1s. 11½d.; slabs, 1s. 11d. per lb., c.i.f.; English refined flowers, one cwt., 3s. 1d.; 28 lb., 3s. 2d.; small lots, 3s. 3d. per lb. Transparent tablets, 4 oz., 8 oz. and 16 oz., 3s. 4d.; 1 oz. and 2 oz., 3s. 5d.; ½ oz., ½ oz. and ¼ oz., 3s. 6d.

CANTHARIDES.—Limited spot demand: Russian, 4s. 3d.; Chinese, spot, 2s. to 2s. 1d. per lb., as to quantity; shipment, 1s. 9d. per lb., c.i.f.

CARDAMOMS.—Market is steady, with rather more inquiry, chiefly for bleached. Aleppy greens, f.a.q., season, 1s. 9d.; f.a.q., 1s. 11d., c.i.f. Spot quotations range from 2s. 3d. to 2s. 6d. per lb., as to holder.

CASCARA SAGRADA.—Fair spot business, with values fully steady: 1938 bark firm at 47s. per cwt., c.i.f.; spot, 1938 bark, 52s. 6d.; 1937 bark, 57s. 6d., and 1936 bark, up to 65s. per cwt., ex store, duty paid.

CHAMOMILES.—Spot stocks of this season's good white flowers are firmly held for 155s. to 162s. 6d. per cwt., seconds, about 135s.

CLOVES.—Quotations are dearer, market quieter: Zanzibar, spot, 8½d.; shipment, October-December, 8½d. per lb. Madagascar, in bond, 7½d.; shipment, October-December, 6½d. per lb., c.i.f.

The landings of Zanzibar in London during the week ended October 1 were 100, and the deliveries 221, leaving a stock of 842. From January 1 to date the landings of Zanzibar have been 2,004, and the deliveries 2,558. Landings of Madagascar for the week ended October 1 were nil, and the deliveries 117, leaving a stock of 1,413. From January 1 to date the landings of Madagascar have been 1,465 and the deliveries 2,150 packages.

COCOA BUTTER.—Quieter business, market steady: prime English, 9d. to 10½d. per lb. Foreign, 8½d. to 10d. per lb., as to quantity and quality.

COCONUT (DESICCATED).—Market is steady, business quieter: spot, fine, 17s.; medium, 17s. per cwt.; shipment, halves, October-November, 15s. 6d.; December, 15s. 9d. per cwt., c.i.f.

COD-LIVER OIL.—Bergen reports rather more inquiry for shipment, with quotations steady: finest Lofoten steam-refined non-freezing medicinal oil, 90s. per barrel, c.i.f. London. Small lots, on spot, about 132s. 6d. per barrel, ex store, duty paid. British finest medicinal oil, 115s. per 25-gallon drum, delivered U.K., with rebates for 25 or more drums. Exports to August 31 totalled 40,450 barrels, compared with 53,524 barrels at August 31, 1937, and 53,507 barrels at August 31, 1936.

COLCHICUM.—Small spot demand: spot root quoted from 47s. 6d. to 48s. 6d. per cwt., as to quantity.

COLOCYNTH PULP.—Dealers' prices are keen for bulk quantities: spot, from 1s. to 1s. 3d. per lb., as to quality and quantity.

DAMIANA LEAVES.—Steady, demand quiet: new leaves at about 8½d. to 9d. per lb., ex store.

DANDELION ROOT.—Good clean foreign root is available from 67s. 6d. to 72s. 6d. per cwt., as to quantity and quality.

DIGITALIS LEAVES.—This season's crop reported poor in volume. Spot is quoted at the moment at 85s. per cwt., ex store.

ERGOT.—Business of small account and prices from most quarters are on a slightly lower level and are now steady: Portuguese, spot, 4s. 7½d. to 4s. 9d., as to seller; shipment, about 4s. 4d., c.i.f. Polish, spot, 3s. 9d. to 3s. 10½d. per lb.; shipment, nominal. No Russian or Spanish offering. Some recent arrivals of Polish are reported to be not up to standard quality.

GENTIAN.—Rather more inquiry on spot: clean French root, 33s. 6d. to 35s.; shipment, new crop, 28s., c.i.f.; Continental, 32s. 6d. to 34s. per cwt., ex store, as to quantity.

GINGER.—Market has been quieter this week: West African, spot, 25s.; for arrival, 21s. 6d. per cwt., c.i.f. Jamaican, spot, bold, in barrels, 70s. to 82s. 6d.; small grinding, in bags, 42s. 6d. to 45s. per cwt., c.i.f.

GUM ACACIA.—The recent spell of brisk and substantial demand has depleted spot stocks; market is steady at the better figures: Kordofan, cleaned sorts, spot, 43s. 6d.; shipment, old crop, 36s. per cwt., c.i.f.

HENBANE.—Demand quieter: 72s. 6d. to 75s. per cwt., as to quantity.

HENNA.—Market is firm owing to smallness of spot stocks: Egyptian, brown leaves, from 32s. to 34s.; green leaves, if available, from 40s. per cwt., ex store.

HONEY.—A very fair demand continues and the better tone recently reported is maintained: Jamaican, dark manufacturing, 30s. up to 40s. for pale set. Canadian, new crop, steady at 45s. 6d. to 48s., as to quality for bulk quantities. Californian, white clover, 47s. 6d. per cwt., duty paid.

HYDRASTIS.—Firm on spot and in steady demand: U.S.P., 13s. 6d.; shipment, 13s. Root testing, 3.14 total alkaloids offered here at 14s. 6d. per lb., ex store.

IPECACUANHA.—Quiet but values are fully steady: Matto Grosso, B.P., spot, 7s. 3d. to 7s. 6d.; shipment, 6s. 10½d. per lb., c.i.f.

LAVENDER FLOWERS.—New crop, blue flowers, are available here and quoted from 90s. to 160s. per cwt., as to quality, ex store.

LIGUORICE.—Natural root is quoted on spot at about 11s. 6d. per cwt. and decorticated at 30s. to 45s. per cwt.

LOBELIA HERB.—Occasional spot inquiry: 6½d. to 7d. per lb. for good quantities.

LYCOPodium.—Rather more inquiry: dealers are quoting spot supplies at about 4s. 7½d. up to 5s. per lb., as to quantity.

MANNA.—Dealers' prices are unchanged: finest selected flake, in 1-lb. tins, 3s. 6d. per lb., ex store.

MENTHOL.—The Japanese product has sold steadily on spot for home trade and re-export to the Continent: K/S brands, 14s. Japanese shippers quote October-November at 11s. 6d. per lb., c.i.f. Chinese, spot, 13s. 10½d. per lb., ex store.

MERCURY.—First-hand distributors now report the sterling price is £14 10s. per bottle, ex store.

OPIMUM.—Good business reported, market steady at the higher prices. Turkish reported all cleared in London, with fresh stocks expected in two months' time: Turkish, original cases of 170 lb., 12½ per cent., 1s. 2d.; Iranian, 12 per cent., 1s. 1d. per unit, landed and duty paid.

PEPPER.—Values are keeping steady, market has been quieter: Lampung, in bond, 2½d.; shipment, October-December, 2½d.; January-March, 2½d., c.i.f. Tellicherry, spot, 4d.; shipment, August-October, 34s., c.i.f. Aleppy, spot, 4d.; shipment, August-October, 34s., c.i.f. White Muntok, in bond, 3½d.; shipment, October-December, 3½d.; January-March, 3½d., c.i.f. London Terminal Market: Black, October, 2½d.; December, 2½d., March, 2½d. White, October, 3½d.; December, 3½d.; March, 3½d. per lb.

PIMENTO.—Spot quotations dearer, business quiet: spot, 9d. per lb.; shipment, October-December, 61s. 6d. per cwt., c.i.f.

RHUBARB.—Values on spot tend dearer, with the market firm and poorly supplied with stocks. No shipment offers from China, spot: Rough round at present offered at 1s. 10½d. to 2s. 2d. per lb.; Shensi, 4s. 7½d. per lb., ex store.

RUBBER.—Values show a good improvement on the week; moderate business, closing steady: smoked ribbed sheet, spot, 8½d.; October, 8½d.; November, 8½d.; December, 8½d.; January-March, 8½d.; April-June, 8½d.

SAFFRON.—Firm and in very small supply: finest Valencia quoted from 90s. to 92s. 6d. per lb. Inferior qualities at cheaper prices.

SEEDS.—ANISE.—Spanish, 65s., spot, duty paid; Bulgarian, to arrive, 40s., landed, in bond. CANARY.—The following are quoted spot, duty paid, Mazagan, 16s.; Morocco, 15s.; Turkish, 14s. 6d.; Plate, 14s.; Spanish, 22s. to 35s. CARAWAY.—Dutch, on spot, 33s., duty paid; 28s. 9d. quoted f.o.b. Holland. CORIANDER.—Morocco on spot has been sold at 16s. 6d., duty paid. New crop for shipment quoted at 13s. 9d., c.i.f. CUMIN.—Spot, Malta, 50s.; Cyprus, 40s., duty free; Morocco is 47s. 6d., duty paid. FENNEL.—Indian 11 per cent., 22s. 6d.; 2 per cent., 27s. 6d., spot. FENUGREEK.—Morocco, spot, is 14s., duty paid. MUSTARD.—English, 20s. to 32s. 6d., according to quality.

SENEGA.—Market is dearer, spot and forward; spot, 2s. 1d. to 2s. 2d.; shipment, 2s. to 2s. 1d. per lb., c.i.f., if available.

SENNA.—Business during the past week has been quieter, with values continuing steady. Supplies of new crop Tinnevely leaves offered at: No. 1, 6½d.; No. 2, 4d.; No. 3, 2½d.; No. 4, 2½d. per lb., and these prices would be shaded for old crop leaves. Tinnevely pods: Best pale green hand-picked, 5d. to 6d., with dark qualities from 3½d. to 4d. Alexandrian hand-picked pods: Spot is poorly supplied with the better grades and no further arrivals are expected till next season. Selected, 5s.; No. 1, 4s.; No. 2, 2s. 9d.; No. 3, 2s. per lb., with old crop pods quoted from 1s. to 1s. 9d. per lb.

SHELLAC.—Values are again slightly dearer on the week, business much quieter: spot, standard TN orange, 39s. 6d. to 42s.; fine orange, 57s. 6d. to 80s.; pure button, 50s. to 55s. per cwt. For delivery, TN, October, 38s. 9d.; December, 39s. 9d.; March, 41s. 6d. For arrival, TN, November, 37s. 6d. per cwt., c.i.f.

SLIPPERY ELM BARK.—Steady on a slow market: 5-lb. wired bundles, selected quality, 1s. 6d. per lb., ex store.

SQUILL.—A parcel of new crop best white is indicated at 27s. 6d. per cwt., ex store.

STRAMONIUM LEAVES.—Spot stocks are quoted from about 37s. 6d. to 40s. per cwt., as to quality and quantity.

TONKA BEANS.—Dealers' prices are unchanged: fair frosted Para beans, about 3s. per lb., ex store.

TRAGACANTH.—More inquiry for the manufacturing grades of gum, with quoted prices for all descriptions unchanged: finest selected white ribbon, £65; No. 1, white, £57 10s. to £60; No. 2, white, £50 to £54; No. 3, white, £35 to £42 10s.; amber leaf, £22; cleaned amber sorts, £16; brown to amber leaf, £11 10s. red leaf, £9 to £10; hoggy, £6 to £7 per cwt., ex store.

TURMERIC.—Market has been quiet: Madras finger, spot, 27s. 6d.; shipment, 26s. per cwt., c.i.f. Rajapore, shipment, 26s. per cwt., c.i.f.

VALERIAN ROOT.—Dealers are quoting small spot parcels at about 37s. 6d. per cwt., ex store.

WAXES.—BEES'.—Spot supplies have been depleted and are now at a low level. Market is fully steady, with medium grades on the basis of 102s. 6d. per cwt., ex store. Shipment quotations are as follows: Benguella, 85s., c.i.f.; Dar-es-Salaam, 92s. 6d., c.i.f., and Conakry, 86s. per cwt., c.i.f. CARNAUBA.—More business reported, and the market is firm as quoted: fatty grey, spot, 152s. 6d.; afloat, 147s. 6d.; shipment, October, 144s., c.i.f. Chalky grey, spot, 147s. 6d.; afloat, 145s.; shipment, October, 143s., c.i.f. Primeira, spot, good quality, 192s. 6d.; f.a.q., 182s. 6d.; shipment, October, 188s., c.i.f. Mediana, spot, 177s. 6d.; shipment, 175s. per cwt., c.i.f.

Essential and Expressed Oils, etc.

THE brisk demand of last week has not been sustained, but there is a fair trade passing at steady prices. Sicilian lemon is dearer and firm forward with spot stocks cleared. Japanese peppermint has continued in demand at full prices.

ANISE (STAR).—Following the dearer quotations of last week the spot market is slightly cheaper with business less brisk: spot, leads, nominal; tins, 3s. 4d.; drums, 3s. 2d. per lb., ex store; no shipment offers and consequently spot holders are reserved.

AVOCADO PEAR.—Spot quotations are steady at 46s. to 52s. 6d. per gallon, as to quantity.

BAY.—Fair amount of small business reported: cases, 4s. 3d. to 5s. 3d. per lb., as to quality.

BERGAMOT.—Consortium shipment quotation of about 14s. 6d. per lb., c.i.f., in coppers: spot prices for genuine oil are steady at 15s. to 15s. 3d. per lb., ex store, with supplies depleted. The export tax on shipments has been cancelled.

BOIS DE ROSE.—Spot quotations are very steady: Brazilian in drums, quoted from 5s. 9d., and repacked lots up to 6s. 3d. per lb.

CARAWAY.—Limited demand, market steady: Dutch rectified, 7s. 3d. to 7s. 9d.; crude, 6s. 9d. to 7s. 3d. per lb., as to quantity, landed and duty paid. Some Russian oil being offered to come forward.

CASSIA.—Business quieter, quoted values steady: good quality oil, about 3s. 1d., in leads; off-quality, at cheaper prices.

CEDARWOOD.—American oil is quoted fractionally dearer: African, in drums, 11½d.; smaller packages, up to 1s. 4d. per lb. American, in drums, 1s.; smaller packages, up to 1s. 4d. per lb.

CINNAMON LEAF.—Fair spot business: Ceylon re-packed oil is steady as quoted, from 2s. 6d. to 2s. 9d. per lb., as to quantity.

CITRONELLA.—Little interest in these oils for shipment at the moment; spot markets quiet: Ceylon, spot, drums, if available, 1s. 6d. nominal; smaller parcels, up to 1s. 11d.; shipment, distant positions only, drums from 1s. 3½d. per lb., c.i.f. Java, spot, drums, 1s. 9½d. to 1s. 10d.; smaller parcels, up to 2s. 3d.; shipment, drums, around 1s. 4½d. per lb., c.i.f.

CLOVE.—Madagascar oil is quoted cheaply for shipment in bulk quantities; steady on spot at 2s. 9d. to 2s. 10d.; re-packed in small parcels, up to 3s. 4d. per lb. English, distilled, 4s. 10d. to 5s. per lb.

EUCALYPTUS.—Fair demand for branded oils, market steady as quoted: Australian, 70 to 75 per cent., tins, 1s. 3d. to 1s. 3½d.; drums, 1s. 2½d. to 1s. 2¾d.; 80 to 85 per cent., drums, 1s. 6d. per lb., ex store, with higher prices for small lots; shipment, 70 to 75 per cent., tins, 1s. 2d.; drums, 1s. 1½d.; 80 to 85 per cent., 1s. 4½d. per lb., c.i.f.

GERANIUM.—Rather more business moving on spot in limited quantities: Bourbon, spot, 10s. 6d. to 11s.; shipment, about 10s., c.i.f. Algerian, spot, 12s. to 12s. 6d.; shipment, about 11s. 3d. per lb., c.i.f.

GINGERGRASS.—A small spot supply is reported to be available at 7s. 3d. to 7s. 4½d. per lb., ex store.

GRAPE-FRUIT.—Market has been quiet: Californian, 10s. 3d. to 12s. Florida, 11s. to 12s. 6d. per lb., ex store, as to quantity.

HO (SHIU).—With good sales reported on spot supplies, particularly of the "extra" quality are short. Market is quoted dearer: spot, "improved" quality, 4s. 2d. to 4s. 4d.; "extra," in drums, 4s. 7½d. to 4s. 9d. (if available) per lb., ex store; shipment, "extra" quality, 4s. per lb., c.i.f.

JUNIPER BERRY.—Not much business, quoted unchanged on spot at about 3s. 3d. to 3s. 10½d. per lb., as to quality and quantity.

LAVENDER.—Only small inquiry for new crop now being dealt with. Quotations from the source for a good quality 38 to 40 per cent. oil range from about 220 to 245 francs per kilogram. Lavandin, new crop, mentioned at 100 to 105 francs per kilogram, landed.

LEMON.—The position on spot so far as Sicilian hand-pressed oil of good quality is concerned is acute, and it is difficult to locate any supplies; the value is nominal at 11s. 9d. per lb., ex store. The source reports the shipment market is firm, and quotations this week range from 11s. 3d. up to 11s. 11d. per lb., c.i.f., for prompt shipment. Machine-made, 10s. 9d. per lb., c.i.f. Californian distilled is nominal at 1 dollar 54 cents per lb., ex store, but there are no supplies available at the moment.

LEMONGRASS.—Shipment market remains neglected: spot, 1s. 7½d. to 2s., as to quantity and packing; shipment, 1s. 4½d. per lb., c.i.f.

LIME.—A limited spot business at keen prices: West Indian, distilled, 18s. to 19s., as to quantity. Oil from other sources quoted at about 16s. to 17s. per lb., ex store.

NUTMEG.—Dutch and American oils quoted unchanged at 5s. 4½d. per lb., for bulk lots; smaller parcels, up to 5s. 9d. per lb.

OLIVE.—Market is firm, business moving on a fair scale: B.P., 1 per cent., 5s. 10½d. per gallon, in drums. Edible quality, ten 1-gallon tins, in cases, 77s. 6d.; twenty ½-gallon tins, 82s. per case; drums, 6s. 1½d. to 6s. 3d. per gallon.

ORANGE.—There was a fair sale on spot last week of drums of French Guinea, and prices are steadier: in drums, 2s. 9d.; repacked, in tins, 3s. to 3s. 2d. per lb., ex store; shipment idle at about 2s. 3d. per lb., c.i.f., nominal. Californian, small drums, 59 cents; two or more cases, 61 cents per lb., ex store.

PALMAROSA.—Dealers' quotations are steady at about 7s. 9d. to 8s. per lb.; shipment, 6s. 10½d., c.i.f. Java oil, spot, about 4s. 10½d. per lb., in limited supply.

PATCHOULI.—Continues in quiet demand and quoted at keen figures: Singapore, spot, about 12s. 3d., with bulk quantities cheaper. Seychelles, spot, about 10s. 4½d. Java oil, about 10s. 3d. per lb., ex store.

PEPPERMINT.—The Japanese product continues in quite good demand on spot, with values steady at 5s. to 5s. 3d. per lb., as to seller. Some near afloat parcels available at 4s. 8d., c.i.f. Japanese shippers are quoting October-November at 4s. 6d., c.i.f. and October-December at 4s. 5d., c.i.f., with market sellers of this position at 4s. 4d. per lb., c.i.f. American natural oil, in drums, is about unchanged at 2 dollars 25 cents to 2 dollars 35 cents per lb., c.i.f. Bulgarian is offered at 11s. per lb., ex store.

PETITGRAIN.—Fully steady on spot, business moderate: spot, cases, 3s. 9d. to 3s. 10d. per lb.; shipment, steady, 3s. 2½d. per lb., c.i.f. French oil, to come forward, is quoted from the source at 950 francs per kilo.

RAISIN SEED.—Remains dull: Californian, spot, 2s. 4d. to 2s. 6d. per lb., ex store, as to quantity.

ROSEMARY.—Not much business moving, quoted unchanged: genuine Spanish quoted at about 3s. to 3s. 6d. per lb., as to quantity. Tunis, new crop, 2s. 8d. to 2s. 10d. per lb., landed, as to quantity.

SANDALWOOD.—Genuine East Indian Mysore, in one-case lots, steady at 20s. 6d. per lb. Genuine East Indian, produced outside the province of Mysore, 18s. 6d. to 19s. per lb., c.i.f., in bulk quantities. English-made West Indian, 7s. 3d. per lb. Australian, steady at 15s. 3d. per lb. for 7-lb. tins; one case at 14s. 9d. and five cases at 14s. 6d. per lb.

SPERMINT.—Market continues very steady: U.S.P. oil, spot, 9s. to 9s. 3d.; shipment, 8s. 4½d. to 8s. 6d. per lb., c.i.f.

SPIKE.—With more business moving, spot supplies of good quality Spanish oil are now reported to be limited, and prices are firm at 5s. 4½d. to 5s. 7½d. per lb., as to seller and quantity. The quantity of oil produced this season at the source is stated to be comparatively small and, in any case, difficulty would now be experienced in effecting shipment.

WORMSEED.—Fully steady as quoted, rather more inquiry: U.S.P., oil, spot, 11s. 1½d. to 11s. 4½d.; shipment, 10s. 9d. per lb., c.i.f.

Japanese Menthol and Peppermint Exports

SHIPMENTS of menthol from Japan during the past three years, with details of the chief destinations, were as follows:—

Destination	1935		1936		1937	
	100 kin*	Yen	100 kin	Yen	100 kin	Yen
British India ...	649	729,614	403	415,663	563	655,545
Straits Settlements ...	178	171,532	517	461,573	286	317,012
Great Britain ...	43	39,869	143	145,245	152	161,416
France ...	794	804,279	709	699,997	507	544,062
Germany ...	74	72,421	235	273,062	439	478,983
United States ...	2,961	3,139,111	2,325	2,406,037	3,632	3,276,243
Canada ...	45	40,897	30	36,242	89	95,044
Other ...	413	403,054	561	546,096	573	588,142
Total ...	5,157	5,400,777	4,923	4,985,915	6,241	6,116,447

Shipments of peppermint oil from Japan during the past three years, with details of destination, were as follows:—

Destination	1935		1936		1937	
	100 kin*	Yen	100 kin	Yen	100 kin	Yen
China ...	5	1,934	4	1,004	42	24,091
British India ...	209	81,394	143	75,529	143	79,706
Straits Settlements ...	188	89,330	513	253,144	329	156,514
French Indo-China ...	19	10,326	60	26,239	35	16,983
Great Britain ...	1,497	564,157	1,040	531,724	601	296,517
France ...	1,675	688,632	1,895	977,332	1,824	876,460
Germany ...	1,491	702,233	1,718	918,618	2,567	1,133,093
Australia ...	22	11,432	23	17,506	45	25,164
Other ...	279	132,397	374	167,342	742	366,318
Total ...	5,385	2,281,835	5,779	2,968,438	6,328	2,974,846

* 100 kin = 132·2772 lb. or 60 kilogram.

Correspondence

Correspondents may adopt an assumed name, but must in all cases furnish their real name and address to the Editor

Easton's Syrup

SIR,—Permit me to thank your contributor "Xrayser" for referring to my Conference paper (*C. & D.*, October 1, p. 348) and, in so doing, for drawing my attention to the result of an aberration for which no alleviating excuse can be found. I can well understand the shock he experienced, for there is nothing more terrifying to a pharmacist than the perpetration of error and the departure from traditional good form. Realising this as I do, I am all the more pleased that your contributor has apparently been spared from the further distress of the discovery of another error which I allowed to find freedom. I introduced the word "compositus" into the nomenclature of the syrup. I owe an apology to my readers for having committed this fault, but I hope to remove the offence from the paper before the latter takes its final form.

Yours faithfully,

A. J. JONES.

Runcorn.

The Business of a Chemist and Druggist

SIR,—Like "Origo" (*C. & D.*, October 1, p. 376) I have tried in an amateur way to fix a date to the advent of the chemist and druggist. It could not have been a "one fine morning" event; doubtless it came about gradually over a course of years. The druggist of the seventeenth century sold drugs and simples, and we are told that he did no compounding. Dr. John Mayow (1645-79) and Robert Boyle (1627-91) did much to establish scientific chemistry, and we may safely infer that the chemist as a trader was not known in their time. An old rhyme written at that period gave out that "'mongst all the professions the upstart chemist, that man of the fire, rules the roost." Most likely he had no retail shop. In the preface to his Dispensatory, 1728, Dr. Quincy mentions "preparations by the chymical pharmacy" with evident distrust, pointing out "the sophistication of some who deal in medicines only for their sale, such as the wholesale Apothecaries and Chymists." Again, "assistance hath been given us by the most knowing in their respective professions, either apothecaries, chymists, or druggists." In another place he calls the chemists "furnace-philosophers" and "cheats," because they produced Epsom salts other than by evaporation of the natural water. I think we may reason that when the shop-keeper chemist came into being he would need to stock drugs and spices and therefore adopted the conjoint title. The old Plough Court business, subsequently Allen & Hanburys, was, I believe, near the end of the eighteenth century, called "Timothy Bevan and Sons, Druggists and Chemists." From the above data may we not conjecture that the title "chemist and druggist" came into being leisurely between 1750 and 1800.—Yours faithfully,

H. S. BAWN.

Bedford.

The Merchants' Point of View

SIR,—During the past week the demand for spot supplies in bulk quantity of crude drugs, waxes and similar commodities has been very heavy. With other merchant importers in London, we have done our utmost to meet the call from manufacturers who required these goods to carry on their businesses. All these goods have to be imported, many of them are shipped from distant parts, the journey taking some weeks. The comparatively small supplies held here were soon cleared. Consequently, consumers expressed surprise when we had to inform them that there was little or nothing available and they suggested it was the merchant's business to carry ample stocks. We agree. It is the legitimate business of the merchant to keep the market supplied with goods, but, may we remind consumers, we are not in business solely for the convenience of consumers, chiefly to be resorted to when a sudden emergency arises. The lot of the merchant handling crude drugs and similar commodities during the past two or three years has not been a particularly happy one. Spot prices have been gradually but persistently falling, and in order to do business we have often had to sell at less than the original cost of importation. Many of the more important consumers of these products have of late adopted the practice of importing direct

so far as their bulk supplies were concerned, and, even when they went to the merchant for minor quantities, they forced the spot price down to the lowest level. The merchant has had to carry the risk of loss throughout and has simply been used as a convenience and makeshift by many consumers. Is it to be wondered that, immediately a national crisis arose, the weakness in our position as regards stocks is exposed. Given the full support of manufacturing consumers, who would not have to pay any more for their supplies and who would be assured of delivery of goods of the quality required, merchants would function as they were intended to do as the most economical and satisfactory medium between overseas producers and home consumers.—Yours faithfully,

FAR EAST (3/10).

The Arthur Young Memorial

SIR,—May I refer to the appeal which you kindly published in March last, and, through you, to ask that those who wish to subscribe to the fund do so not later than October 24, as the fund will be closed on that date. Subscriptions should be sent to: The Treasurer, The Arthur Young Memorial, College of Technology, Leicester. The result of the appeal will be announced and the memorial will be unveiled on Tuesday, October 25, by Mr. P. F. Rowsell, the chairman of the Education Committee of the Pharmaceutical Society, when he visits Leicester to distribute the prizes of the School of Pharmacy. All subscribers are cordially invited to be present.

Yours faithfully,

SETH S. SQUIRES,

Chairman,

Leicester School of Pharmacy Advisory Committee.

Pharmacy as a Social Centre

SIR,—The photograph of the "farmacia" (*C. & D.*, October 1, p. 347) depicts a scene which is very familiar to me after an acquaintance with the South extending over some years. It is customary for the pavement in front of a pharmacy to be the meeting place in the same way as a club in England. In the evening here one will find assembled the pharmacist, one or two doctors and other professional men and local notabilities discussing all kinds of topics, parochial and general. Why the pharmacy should be chosen for this is not evident, unless it is the prestige attached to the pharmacist and the doctor or doctors who frequent his pharmacy, and most of the medical men have their own particular choice, but the fact remains that it is an established custom and the pavement discussions often almost amount to a local parliament.

Yours faithfully,

FARMACISTA (5/10).

Pharmaceutical Committees' Decisions

SIR,—With reference to your report on the Conference of Representatives of Pharmaceutical Committees (*C. & D.*, October 1, p. 351) your statement that the resolution "That the contract be for five years" was carried unanimously is not quite correct. [The report was issued officially.—EDITOR.] I voted against, and for the following reasons: (1) The Pharmaceutical Committee of Worcestershire were unanimously against the proposals; (2) the panel chemists of Worcestershire voted ten to one against the proposals. All were agreed as to the inadequacy of the present "scale of fees" and the inadvisability of entering into a five-years contract on such terms with the uncertain outlook and administrative costs steadily rising. There is no credit to the National Pharmaceutical Union in submitting such proposals. No account has been taken of the increased cost of giving a Sunday service owing to the Shops (Sunday Trading Restriction) Act and the evening service on the early closing day. The cost of these is entirely chargeable to the Insurance service because ordinary trading is not allowed. Many of the fees are hopelessly unremunerative if one carries out the terms of their contract. "Looker-On" in this week's *C. & D.* (p. 376) very aptly puts the position as many of us see it.

Yours very truly,

DONALD G. POUT.

Worcester.

F F

Pharmaceutical Ethics

SIR,—To my idea there are two things which weigh against the introduction of a formal code of ethics (*C. & D.*, October 1, p. 362); the first is that in my younger days the principles laid down were instilled into us during our training as apprentices as part of the unwritten rules governing the practice of pharmacy, and if these principles were still taught and adhered to, there would be no necessity for formulating a code. The second objection I have is that although the seconder of the proposition said they considered a code of ethics and a code of business rules were quite different things, I do not see how, in such a mixture of professional work and commercial trading as embodied in the business of a retail chemist, one can separate the two codes in practice.

Yours faithfully,
M.P.S. (2/10).

Minimum Salaries

SIR,—Two of the motions discussed by the meeting of branch representatives (*C. & D.*, October 1, p. 364), one dealing with the control of advertisements and the other with the minimum salary of £200, involve to some extent part of the same problem, and yet some of the views expressed seem to have been contradictory. A statement was made to the effect that all pharmacists were equally qualified and none should claim superiority over another who has the same qualification, but another view was that if a man were worth more he could command more. If the chemists' business was confined to pharmaceutical practice, then it might be possible to fix a standard scale of wages, increasing gradually according to seniority, as each qualified person has passed through the same training and examinations, and is therefore proved to be capable of undertaking any pharmaceutical work required of him. But there is the trading side to be considered, and in this there may be a considerable difference in the capabilities of individuals, and in the opportunities for exploiting them. For the employee working under the direct control of the pharmacist proprietor there may be little scope for the exercise of any outstanding ability, as the employer directs the policy of the business and the work of the assistant is largely of a routine nature, so that salaries are fixed by the minimum rate ruling at the time, and in this lies one objection to naming a minimum wage, as it immediately becomes the maximum. As to the manager, there may be more opportunity for his ability, that is to say if he is given a reasonably free hand and is not expected to follow slavishly minute instructions from headquarters. If he proves his worth he can either get an increase in salary or come to an arrangement for a commission or share of profits in addition to his basic salary. The man who has real ability and initiative will sooner or later consider the ways and means of becoming his own master, and then it is to a great extent a question of his own personality and achievement what his income becomes.

Yours faithfully,
EMPLOYER (1/10).

Points from Letters

Irish Drug Association

It has come to the notice of this Association that agents seeking advertising matter for various publications are informing the public that these publications have the co-operation and approval of the Irish Drug Association. I wish to make it quite clear that the Irish Drug Association has no connexion whatever with any publications or advertising matter save that of their own official price list.—*Robert J. Kidney*, Secretary, The Irish Drug Association. Dublin, C.I.

Appreciation

I herewith enclose cheque for 20s., being one year's subscription for your (what I consider) valuable and interesting publication. I have been in the drug trade for forty-six years, the last thirty-two as representing . . . but have recently had to give up on account of a breakdown in health. I have been reading the *C. & D.* for years and years, and only during the past two months, when I have not had it, have I realised the loss.—*A. S. C.* (4/10).

Miscellaneous Inquiries

We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them

M. P. S. I. (18/9).—CHENOPODIUM OIL FOR DOGS.—The dose of chenopodium oil for dogs is m ij. to m xx. , for puppies m i. to m ij. A similar formula to the one you mention has been published in the *C. & D.* on several occasions, but the amount of castor oil should be "to 14 oz." and not "to 16 oz." Also the dose for an adult dog should be $\frac{1}{2}$ to 2 dr. in an equal amount of castor oil.

H. W. (29/9).—ESSENCE OF VANILLA.—A number of formulas have been suggested for this preparation, for example:—

Vanilla beans	..	..	..	1 lb.
Sugar, granulated	..	..	..	1 lb.
Water	..	..	..	32 oz.
Alcohol (95 per cent.)	..	..	..	96 oz.

When less expensive preparations are required, it is customary to use vanillin dissolved in diluted alcohol. The following formula is given in *P.F. II*:—

Vanillin	..	..	..	6 dr.
Alcohol	..	..	..	10 oz.
Distilled water	..	..	..	25 oz.

This gives an essence that does not deposit crystals and effects a considerable saving of costly spirit. Dissolve the vanillin in the alcohol and add the distilled water. It should not be coloured with caramel, as this causes a deposit. Caramel colour B, 8 gr., is satisfactory.

An alternative formula to the above, which is usually described as "imitation vanilla extract," is as follows:—

Vanillin	..	..	..	7.50 gm.
Coumarin	..	..	..	0.08 gm.
Alcohol	..	..	..	37.50 c.c.
Glycerin	..	..	..	45 c.c.
Tincture of caramel	..	..	..	100 c.c.
Distilled water	..	..	..	to 1,000 c.c.

Dissolve the vanillin and coumarin in the alcohol, add the glycerin and caramel and sufficient distilled water to make the product measure 1,000 c.c.; filter.

E. D. A. (16/9).—DETECTION OF HYDROGEN CYANIDE.—The reagent employed is benzidine and copper acetate solution. A strip of filter paper is soaked in the solution and exposed to the atmosphere under examination. The presence of hydrogen cyanide colours the paper a Prussian blue.

Retrospect of Fifty Years Ago

Reprinted from

"The Chemist and Druggist," October 6, 1888

Carbolic Acids and the Poisons Schedule

Dr. Symes [at the Council Meeting of the Pharmaceutical Society on October 3] was then called upon to speak to a motion of which he had given notice. This was to the effect that owing to the numerous fatalities with carbolic acid, the Council, acting on the powers given to them under the Pharmacy Act, should declare carbolic acid to be a poison within the meaning of that Act, Schedule A, Part 2. Mr. Symes said that more than six years ago—it was in February 1882—the Council had resolved that certain poisons should be placed in Part 2 of the Schedule. These were substances of such a character that the Council felt that they were acting for the public good in so resolving, but the decision of the Privy Council was that it was not expedient to place the substances on the schedule. Mr. Lennox Peel, the secretary of the Privy Council, in a letter addressed to this Council in August 1882, stated that the Privy Council did not consider it desirable to place the mineral acids and certain other substances on the schedule at that time, because it was the intention of the Government to amend or extend the law relating to the sale of poisons. The substances which the Council at that time sent the names of to the Privy Council were sulphuric acid, hydrochloric acid, nitric acid, butter of antimony, carbolic acid, hellebore, nux vomica, and vermin-killers containing phosphorus. The reasons which the Privy Council gave at that time for assenting to nux vomica only were felt by this Council to be a reasonable cause for delay. But during the six years which had elapsed no progress had been made with legislation, and during that time there had been numerous cases of poisoning with carbolic acid.



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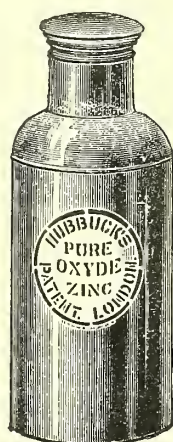
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AN IMMEDIATE AND ENTHUSIASTIC RESPONSE HAS BEEN GIVEN TO the first announcement of this scheme. Not only have hundreds of requests for registration been received, but many of them have been accompanied by enthusiastic expressions of approval of the great value of the scheme to Practising Pharmacists. To assist the sponsors of the scheme in deciding how many of the Bulletins it is necessary to issue, those Chemists who have not yet sent in their applications for Registration are asked to do so at their earliest convenience.

The Bulletins of the Lederle Laboratories are compiled each month as an attempt to correlate current clinical experience with the intensive laboratory research which has been obtained within recent years in the field of Biological Therapy. They will instance the very latest researches and records from every prominent Medical Centre giving cases, histories, and comparisons in respect of prevalent diseases and will to all intents and purposes constitute a complete course in this most important subject.

The first of these Bulletins will deal in general with the established facts of immunity and broadly outline the underlying principles of Biological Therapy. In subsequent issues it is hoped to review individual diseases, bringing forward modern conceptions as to their specific treatment.

At the end of the Course the complete set of Bulletins will constitute a valuable and unique work of reference for the Chemist. At all times the Registered Chemist is at liberty to call upon the

sponsors of this service to answer any problems which arise in the course of his practice, so that he has at his command a constant source of scientific and thoroughly up-to-date information. Depending upon the extent of the Chemists' co-operation the service will be made permanent and developed to meet the requirements of the Chemist.

The Bulletins will at the termination of their issue be kept up to date by records of new advances which will be sent for inclusion under the proper titles, and a convenient form of index will be provided.

The sponsors of this scheme believe it is to be the most valuable free service ever offered to the serious Chemist and they urge all who value a sound medical supply practice to write at once for the Résumé and Registration forms which are now available. Assistants and apprentices who apply are asked to get their request countersigned by their employers.

Address inquiry to :—



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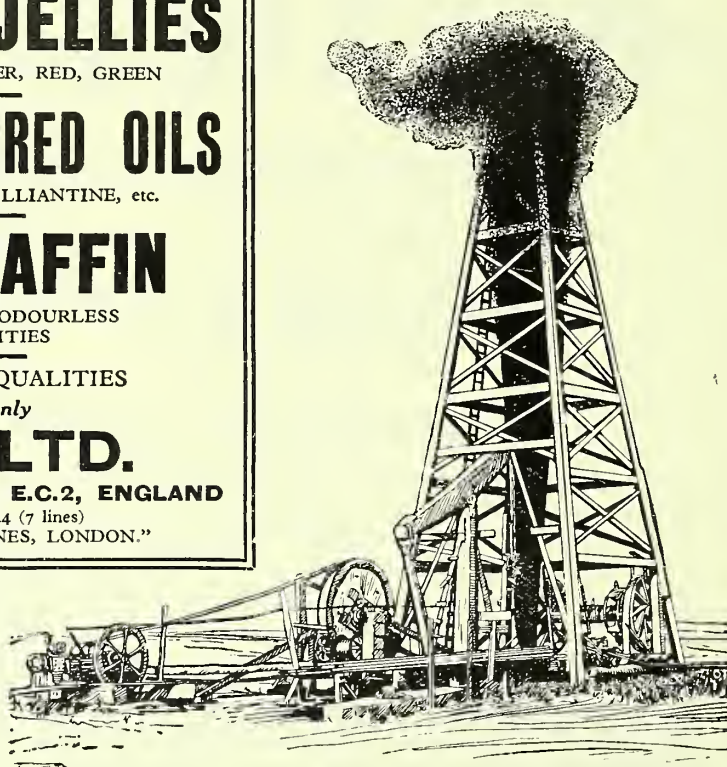
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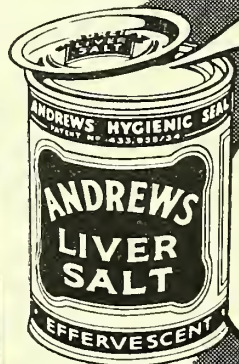
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keep well stocked
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—it's selling better
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THE NEW PHRASE THAT IS
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More than ever before, women will be buying Molyneux this Christmas. As well as the addition of new coffrets to the range, the recent price reduction has already made a great appeal.

May we suggest that, to cope with this demand, you place your orders early for the smartest perfume in the world. Backed up by whole page advertisements, starting in the November magazines, there should be an unprecedented rush for Molyneux Perfumes this Christmas.

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Obtainable from your usual Wholesaler

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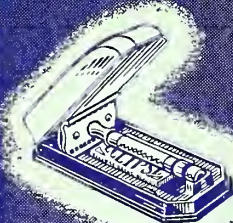


The Famous House of Eau de Colognes

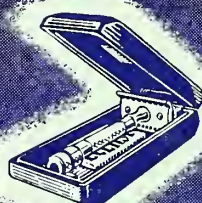
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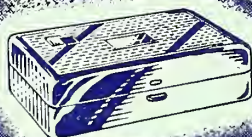
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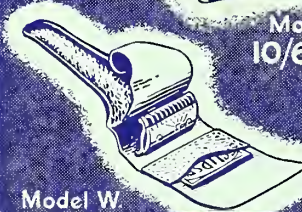
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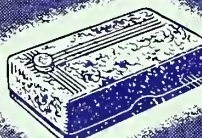
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Model C.P.
10/6



Model W.
3/6



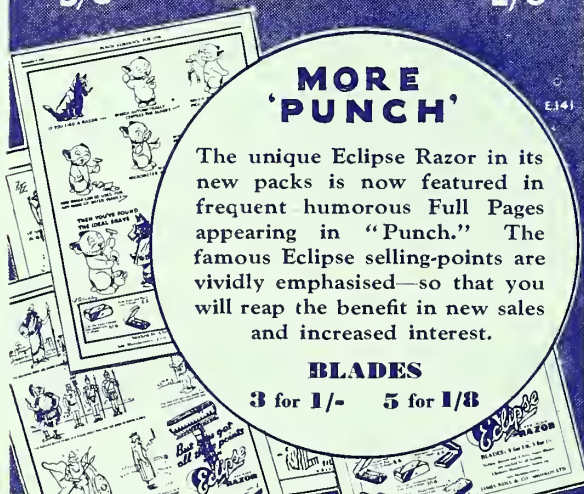
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The unique Eclipse Razor in its new packs is now featured in frequent humorous Full Pages appearing in "Punch." The famous Eclipse selling-points are vividly emphasised—so that you will reap the benefit in new sales and increased interest.

BLADES

3 for 1/- 5 for 1/8



Write for Prices, etc., to your Wholesaler or to:
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A WINE THAT IS DIFFERENT

The Greeks knew a good deal about wines
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BUKSTONE TONIC WINE

you are assured of really good wine.
Rich and natural. Its formula is beyond
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If you would like a sample for your own use, send
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you will soon realise why we suggest it is worthy
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THE RETAIL SELLING PRICE IS 5/- PER BOTTLE
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PER 2 DOZ. HALF-BOTTLES.

Special terms for large quantities.

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FOR ALL KINDS OF... GLASS BOTTLES



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"I knew a poor man once who had to give a millionaire a present. He chose a guinea Bath Sponge and it pleased the rich man more than any other present."
—From "THE DAILY MIRROR."

We have had an increasing demand for Presentation Sponges this year. There is no doubt that if people could only be made "Sponge minded," by seeing these boxes, every one would be glad of such a suitable addition to the limited selection of Useful Gifts.

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As a most acceptable Gift, a large fine **HONEYCOMB BATH SPONGE** or choice **TOILET SPONGE** of the finest quality appeals to nearly everybody. Why not make an imposing Display during this Season?

We shall be pleased to submit a selection on approval

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No. XX.	Choice quality, Selected Shapes, Honeycomb Sponge, wrapped and in Fancy Box	2/6 each
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**An attractive
OFFER***This high-class display stand of
black polished galalith, FREE
with two dozen brushes of
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8 pieces each:—

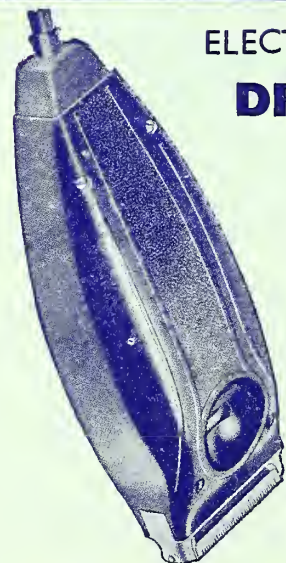
The "STRAND." Bristle and Hair in
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DRY SHAVER

Assembled in England

FIXED RETAIL PRICE

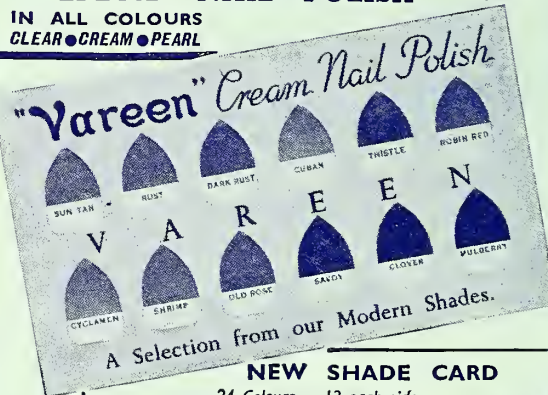
39/6**COMPLETE**with leather pouch and distinctive
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No resistanceShows a handsome profit to the dealer and carries a full and
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LIQUID NAIL POLISH

IN ALL COLOURS
CLEAR • CREAM • PEARL

A Selection from our Modern Shades.

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24 Colours. 12 each side.

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FIT:** Retail 7/6 Wholesale 5/- each.**POLISH REMOVER:** 1/- size,
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7/6 doz.

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Wistaria

● BRONNLEY'S LATEST PERFUME CREATION ●

A display of Bronnley WISTARIA with its pleasing modern note, attractive presentation and superfine quality will provide profitable sales during the coming season.



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24/-, 36/-, 64/-, 120/-, 288/- doz.
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BEAUTY SOAP

20/- dozen boxes
2/6 per box retail

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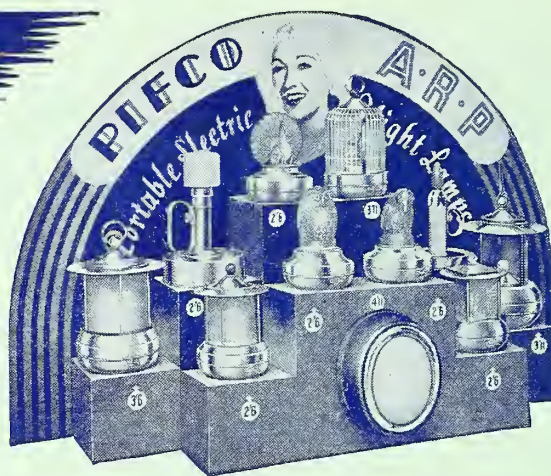
Also Powders, Bath Cubes, and
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A.R.P.! The possibility of an emergency emphasises the usefulness of Pifco Portable Electric Lamps. Get this striking Pifco display. It links up with the A.R.P. drive and will stimulate the sales of these artistic, useful, quick-selling Pifco Lamps.

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A.R.P.
Portable
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Free DISPLAY STAND

Striking display in Pifco colours, with eleven new designs in Pifco Portable Electric Night Lamps, each complete with bulb and battery; retail value of lamps - - - - - **32/9**

NETT TRADE, with stand - **22/11**

From leading wholesalers or direct from:—

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NERISSA *Regd.*

SWANS DOWN
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Are fully illustrated and described in the current price list issued to assist in your purchases of Christmas Lines.



You will benefit by displaying also

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BEAUTY TRAVEL OUTFITS

Watersprite
 MADE IN ENGLAND

GIFT PACKS
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 COLOURED LOOFAH
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A Post-card to—
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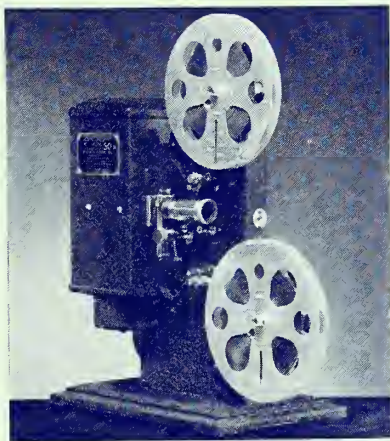
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What is the world's most popular form of amusement? *Going to the Movies!* HOME MOVIES appeals to the same world-wide instinct for entertainment. Cash in on this with the 'Kodascope' Home Entertainment Plan. By selling inexpensive 'Kodascope' projectors—selling and hiring out a wide range of interesting films—you can build up a new and profitable business for the autumn and winter months.

Start selling now for cash or credit.



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FILMS *There are hundreds of films for hire from the 'Kodascope' Library — your customers need never be without entertainment. Comedy, Travel, Topical, Drama, etc., can be obtained at low rates, and Cine-'Kodagraphs' may be bought outright.*

You can run your own library, too, by purchasing popular Cine-'Kodagraph' films through the new Advance Stock Plan. These you can hire out at profitable rates. Get details now.

If you don't want to miss Sales this autumn and winter now's the time to demonstrate **'KODASCOPE' HOME ENTERTAINMENT.**

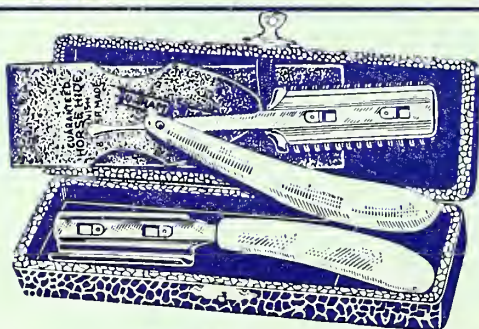
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The SAFETY RAZOR with a REALLY GOOD SELLING FEATURE!



+ THE SLIDING Diagonal STROKE

The Durham-Duplex is the only safety razor on the market that gives this diagonal stroke, with a hollow-ground oil-tempered blade... This unique feature has given Durham-Duplex steadily increasing sales.



PROFIT BY INCREASED ADVERTISING

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DISPLAY THIS
HALF-CROWN SET IN YOUR WINDOW
AND WATCH SALES FIGURES RISE!

RAZOR BLADE, STROPPER AND
STROP IN FLAT CASE OR KIT **2'6**

Write direct or to your Wholesaler for terms and display matter

DURHAM-DUPLEX
RAZOR CO LTD. 72 ARUNDEL ST SHEFFIELD

We have been watching Electric Shavers... and found none under 3 GNS. that satisfied us... until along came this *marvellous* new invention...

THE MINUTE-MAN DRY SHAVER



IDEAL XMAS GIFT!

50/-

RETAIL
Liberal Discounts

Guaranteed 1 Year
Distributors Wanted

For you the arrival of this new electric razor is big news! Hitherto there have been electric razors at 3 gns. Now comes a remarkable new electric shaver, the Minute-Man—with a quality head of hardened Swedish steel, precision-cut to 1/3,000th of an inch! And it's priced at 50/-.. Its construction has been simplified so that it's foolproof to use. It gives a clean, close, quick shave, and eliminates razor blades, shaving brushes, soap and hard words. Women will like the Minute-Man too. Operates on both A.C. and D.C. mains. WRITE! CALL! PHONE!

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**BE READY
FOR A BIG
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GET YOUR
STOCKS IN
NOW**

Wardonia "Barrel-Hole" Blades create record Sales every Christmas. Quick, easy to handle and generous profits. The demand will be greater than ever this year.

FREE This Ivory Bakelite Container for Used Blades is free with all 1/- Packets of Wardonia Blades purchased. Trade Price 21/- per Box. Order NOW!

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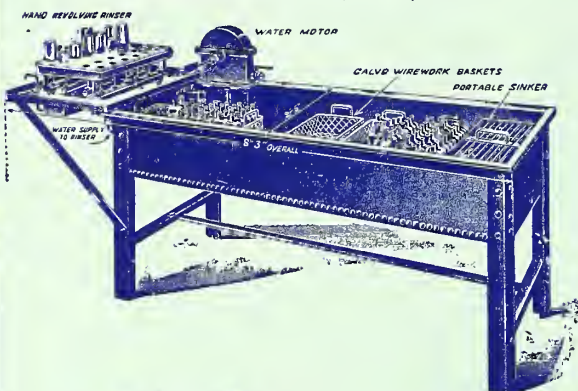
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*The All-British
Dentifrices
with BIG
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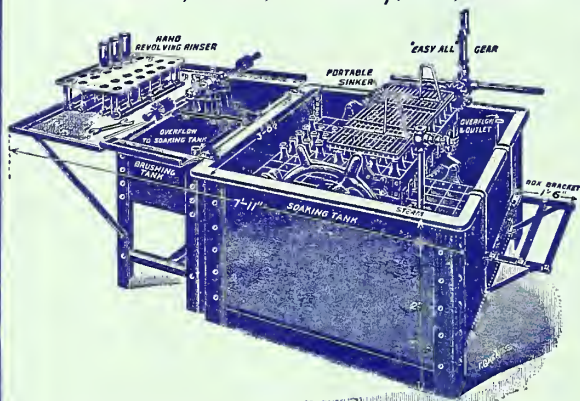
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Advertised
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IMPROVED BOTTLE-CLEANING EQUIPMENT

'WESTMINSTER' Machine for Small Bottles, Pots, Vials, etc.



'KINGSWAY' Machine for Medicine, Toilet, Perfumery, etc., Bottles



THESE MACHINES ARE TROUBLE-FREE AND—
WILL QUICKLY SOLVE YOUR BOTTLE-CLEANING PROBLEMS
LIST AND QUOTATIONS SENT ON REQUEST TO

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REDUCED PRICES

Many types and sizes of
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This, added to the fact
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BRIGHTER LONGER,
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really good lighting at
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MAZDA LAMPS

Mazda Coiled-Coil Lamps
give up to 20% more
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Write for a copy
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Catalogue. It gives
full particulars
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complete range of
Mazda Lamps.
There are many
special types ex-
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3780

THE BRITISH THOMSON-HOUSTON CO., LTD.,
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Something New and Unusual



ZENOBIA

True Flower Perfumes



5/- **GIFT SET No. 1963**
A gorgeous casket. Zenobia Perfume and Powder in Zen-art Glass, case silk lined.



6/- **GIFT SET No. 1969**
An exclusive production. Zenobia Perfume, and Powder in the new basket-shaped bowl.



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Entrancing beauty in design and finish. Silk-lined case containing Zenobia Perfume and Powder in Zen-art Glass.



2/6 **GIFT SET No. 1962**
Very neat and smart. Contains flower-pot-shaped bottle of your favourite Perfume and Box of Powder.



2/- **GIFT SET No. 1960**
A charming present. The new Zenobia Perfume 'Caprice' in Zen-art butterfly-shaped bottle and Box of Powder.



3/- **No. 1968**
A masterpiece in Powder Bowl design filled with Zenobia Beauty Powder



2/6 **No. 1956**
Zenobia is perfection in floral perfumes - Zen-art is the last word in perfume presentation.



2/6 **No. 1955**
Discriminating buyers will select Zen-art creations for their novelty and value.

ZEN-ART CREATIONS are available in most **ZENOBIA** True Flower Perfumes, including LILY OF THE VALLEY, WALLFLOWER, SWEET PEA, BEAN BLOSSOM, GARDENIA, ORANGE BLOSSOM

Write for illustrated list in full colours also wholesale price list.

ZENOBIA LTD. Makers of True Flower Perfumes, LOUGHBOROUGH, LEICS.

SPONGES

OF ALL DESCRIPTIONS

Imported direct from the Sponge Fisheries

OUR FISHING BOAT AT WORK IN THE BAY OF HYDRA
EVERY BUYER (WHOLESALE, EXPORT AND RETAIL TRADE) SHOULD HAVE OUR 24pp. BUYERS
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SHIPMENTS CAN BE MADE
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SPECIES OF SPONGES

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HONEYCOMB	VELVET
TURKEY	WOOL
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EARS	SPONGES
GRASS	(Honeycomb,
YELLOW	Turkey & Grass)

SPECIAL DISPLAY BOXES

Wrapped Honeycomb Sponges for Toilet

BLEACHED TOILET SPONGES

Wrapped in Transparent paper

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With this "Q.P." Hand Model you can make your own Hair Creams, Hand Lotions and Gum Emulsions, etc., to sell at competitive, as well as profitable, prices.
Price complete **62/6**

The Power Machine (on the right) operates on a similar principle to the Laboratory model. The pressure can be varied up to a maximum of 350 lb. per square inch. It has an output of 20/25 gallons per hour, but small quantities can be treated as effectively as in our Laboratory model.

The Machines
are entirely
BRITISH
and fully
GUARANTEED

ORMEROD ENGINEERS

LIMITED

SHAWCLOUGH - ROCHDALE

TEL.: 4355 ROCHDALE



***"Put me on
your counter,"
SAYS "TILLY"***

"Mummy always says that if it hadn't been for the Curly Top Display-outer on our chemist's counter, I'd never have had Curly Hair."

"It reminded her of those advertisements she saw, and it even reminds her now when another tube is required."

Five million advertisements appear every week. Display a quarter dozen "outer" on your counter and make sure that you get all the sales you can.

★ ★ **Curly Top** trains children's hair to curl naturally.
Retails at 1/3 per tube.

★ ★ **Vosemar** makes ladies' hair wave naturally. Retails at 1/6 a tube.

★ ★ **Curly Top Soapless Shampoos**—specially prepared for children, making the hair soft, lustrous and glossy. Enough for 12 Shampoos—1/3 tube retail.

★ ★ **Vosemar Soapless Shampoo**—removes scurf and dandruff, lathers copiously. No rinsing lotions needed. 1/3 tube retail—12 Shampoos.



Here is the new
1/4 doz. Pack.

Put it on your
counter and it
sells itself.

Vosemar Limited
BURY, LANCASHIRE

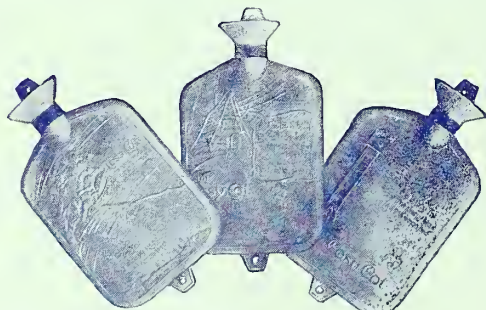
Reliance

SPECIAL XMAS PACKS



No. XI. Handled seamless bottle in cellophane Xmas bag, complete with greeting card. Packed in gift box ready for post.

RETAIL 3/9 TRADE 2/6 EACH



No. 922. "COSY COT" little people's moulded bottle in pastels. Packed cellophane fronted printed bag.

RETAIL 1/11 TRADE 1/4 EACH

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RELIANCE RUBBER CO. LTD.
CREMORNE WORKS, LOTS RD., S.W.10

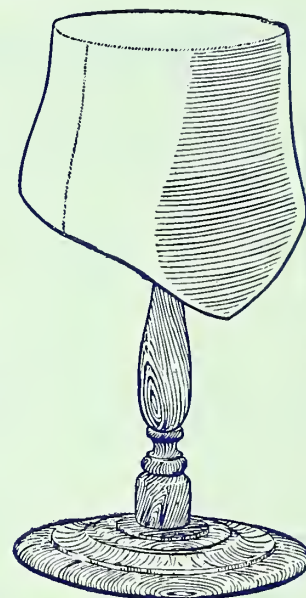
Telephones: FLAXMAN { 6200
4263

The House of Heward

This famous House of Surgical Appliance Specialists for almost a quarter of a century extend yet a further aid to bigger sales with their attractive Display Stands that silently and efficiently work for you and save your time while customers examine at leisure. Among them is this attractive model in delicate pink satin with light oak unvarnished pedestal base which will enhance the appearance of every belt it displays.

21/-

COMPLETE
WITH BELT



The R. H. Heward Co.

CROWN ROAD WORKS

'Phone: POPESGROVE 2243/4

TWICKENHAM

'Grams:

BELTRUSS, TWICKENHAM

SURADS

Introducing—

'PROPHICS'

A latex contraceptive of exceptional quality that you can handle, sell and recommend with confidence.

Beautifully packed in attractive gold boxes of three, and in one gross outers suitable for display purposes.

Retail Price: 2/6 PER BOX
OF 3

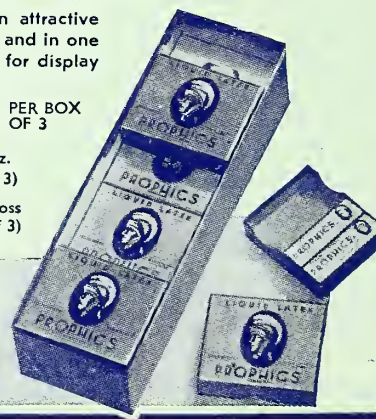
Costs: 2/6 Per doz.
(4 Boxes of 3)

30/- Per gross
(48 Boxes of 3)

AGENTS WANTED IN
ALL PARTS OF THE
COUNTRY

Sole Agents for the
United Kingdom:—

D. MAWDSLEY & Co.
RIGA STREET
MANCHESTER, 4



Similar names—but dissimilar properties

In scope, character, and therapeutic action, 'Benedrine' Brand INHALER and 'Benedrine' Brand TABLETS are fundamentally and completely different

'BENZEDRINE' BRAND TABLETS

Restricted

The tablets contain the SULPHATE of β -aminoisopropylbenzene and are administered orally.

As a safeguard against indiscriminate use they have been recommended for inclusion in the First and Seventh Schedules. It is probable, therefore, that as from January 1st, 1939, it will be possible to supply these tablets only on the written authority of a registered medical practitioner, or, alternatively, if the Poisons Register is signed.

'Benedrine' Brand Tablets are not intended for rhinological use, but have a profound stimulating effect on the central nervous system.

They have been successfully employed in a number of neurological conditions.



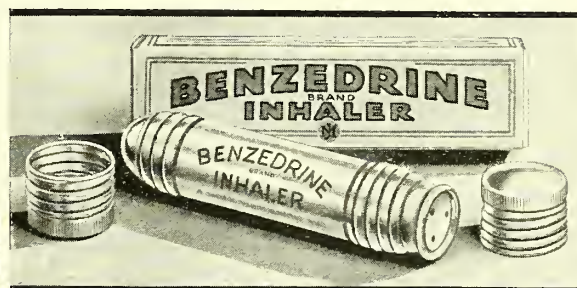
'BENZEDRINE' BRAND INHALER

Exempt from all control

This aluminium tube is packed with VOLATILE β -aminoisopropylbenzene, which possesses a decongestive potency greater than that of ephedrine.

After careful examination this Inhaler has been totally and authoritatively exempted from all restrictions of sale, because it is *perfectly safe* even for young children. Its efficacy and convenience in shrinking the nasal mucosa in head colds and other forms of nasal congestion are firmly established, and it enjoys an ever-increasing reputation and popularity.

'Benedrine' Brand Inhalers are now available on attractive bonus terms.



Distributed by

MENLEY & JAMES LIMITED, 64 HATTON GARDEN, LONDON, E.C.1

for Smith, Kline & French Laboratories, owners of the Registered Trade Mark, 'Benedrine.'

SOMETHING NEW IN LIGATURES

MACFARLAN'S

STERILISED SURGICAL LIGATURES

(CATGUT)

STERILE — SUPPLE — STRONG

"It fulfils all the requirements of first-class Catgut"

An eminent Surgeon

These Ligatures comply with the requirements of the Therapeutic Substances Regulations, 1931.

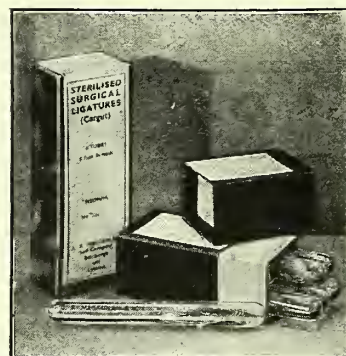
.....

J. F. MACFARLAN & CO.

109 Abbeyhill
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Works : ABBEYHILL & NORTHFIELD, EDINBURGH



STOCK and ADVISE YOUR
CUSTOMERS TO USE

GABASOL

The non-poisonous, non-toxic disinfectant and germicide with a guaranteed Rideal Walker coefficient of 4.5, which is recommended for :—

- GENERAL ANTISEPTIC USE
- PERSONAL HYGIENE
- ALLAYING EXCESSIVE PERSPIRATION
- PLEASING GERM DESTROYING ROOM SPRAY, ETC.

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LONDON, S.E.15

Telephone :
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(4 lines)

Telegrams :
Dreadnought, Peck, London

Pharmaceutical

CASTOR PREMIER OIL

Tasteless
Water-White

Made in England by

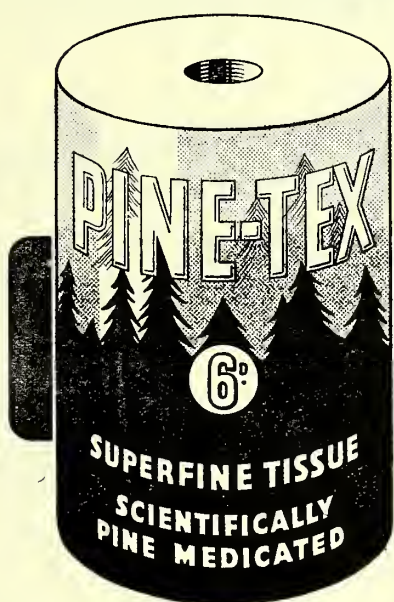
**THE PREMIER OIL
EXTRACTING MILLS**
HULL Ltd.

Telegrams : "Premier, Hull"

Telephone : 15191 (8 lines)

Introductory **BONUS** scheme
shows you

44 $\frac{1}{3}$ % PROFIT
on
SELLING PRICE



This roll enables you to maintain your 6d. Medicated Toilet Roll business while increasing your rate of profit. But—be sure you take advantage of the offer before 31st October, 1938—expiry date of the scheme.

Here is a golden opportunity for you to stock up on a new fast selling line—and make more profit than usual on *every sale*. Owing to uncertainty during the past few weeks, this extra discount will now be available until 31st October, 1938—so send for details now !

PINE-TEX

NATIONALLY
ADVERTISED



“Pine-tex” is the first-ever scientifically medicated pine toilet roll. 650 sheets of superfine tissue. You have only to show it to sell it—and make that extra protected profit !

PINE-TEX is on the P.A.T.A., G.P.A.C. and Stationers' Lists, thus guaranteeing full margin of profit to all. Write to-day for details to :—

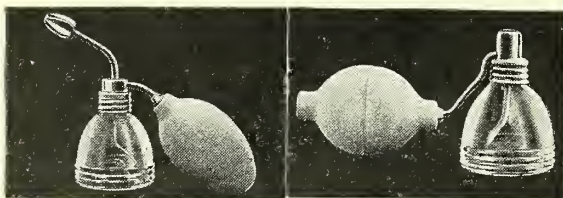
ST. ANDREW MILLS LTD.

34 St. Andrew Rd., London, E.17

(Suppliers to the Wholesale Trade only)

**HERE'S YOUR OPPORTUNITY
TO SELL AN ATOMIZER!**

Whenever a customer asks you for nose-drops you will do well to explain the advantage of using an atomizer. DeVilbiss Atomizers are offered at prices which are within the reach of all. Stock them, recommend them, and you will be surprised how many you sell.



ATLAS ATOMIZER No. 25
A nose and throat Atomizer of high quality for oil and water solutions. Gives a fine, continuous spray. Price 32/- per doz.

ATLAS ATOMIZER No. 20
A compact and dependable nasal Atomizer producing a medium spray from either oil or water solutions. Price 26/- per doz.

CVS. 150



DeVilbiss ATOMIZERS

AEROGRAPH CO., LTD., 43 Holborn Viaduct, London, E.C.1

Put our name on your file for...

LANOLINE

(ADEPS LANAE)
B.P., U.S.P. & D.A.B.6

WOOL GREASE FATTY ACIDS

B.P. PETROLEUM JELLIES

LIQUID PARAFFIN B.P.

WHITE & HALF WHITE OILS

THE PHARMACEUTICAL LANOLINE CO
CARNWATH ROAD, FULHAM, LONDON, S.W.6
TELEGRAMS: BATAPD. PHONE, LONDON
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EXTRA BUSINESS FOR YOU!

**TAKEN ON THE MOUNT
EVEREST EXPEDITION...**

Simpkin's
100% GLUCOSE BARLEY SUGAR

AND



of which 3 tablets increase
energy 25% in 20 minutes

FROM CHEMISTS EVERYWHERE

If unable to obtain, write to the makers,
Hunter Road, Sheffield, 6

The above and similar advertisements are appearing in *The Times*, *British Medical Journal*, *Lancet*, *Physical Medicine*, *Medical World*, *Health & Strength*, *Superman*, *Health & Beauty*, *Baptist Times*, *John Bull*, *New Health*, *Glasgow Evening Times*, *Yorkshire Telegraph & Star*, etc., etc.

Are YOU stocking Vita Glucose? Some Chemists are now selling one or more cartons containing 24 packets a day. 3 cartons sent postage paid £1.4.0.

Write A. L. SIMPKIN & Co. Ltd. (Dept. C.D.), Barley Sugar Works, Sheffield, 8

**HOURLY BY HOURLY MORE PEOPLE
ARE ASKING FOR—**

Samona

MAKES LIFE ANEW

REGD

SAMONA is supplied in two forms: No. 1 for Men (orange tablets); No. 2 for Women (brown tablets). Retail price 3/- & 5/- (more than double quantity).

**P. A. T. A.
T E R M S**

**From all
Wholesale
Houses**

The new medical product for Neurasthenia, Nerve Strain, Impaired Vitality, Depression, Inability to Concentrate, General Weakness, Change of Tissues, Hardening of the Arteries, Tired and Listless Appearance, Insomnia, Mental and Physical Exhaustion.

BE READY TO MEET THIS DEMAND

For Showcards, &c., apply to:

SAMONA LTD., 16-18 Charterhouse Street, London, E.C.1



FORAPIN

British Patent No. 425 543

the standardized venom of living bees

Indications: Myalgia, Neuralgia, Sciatica,
Lumbago, Arthritis, Arthrosis.

Clinical experiences extending over many years
have confirmed its therapeutical efficiency

As an Ointment for percutaneous administration
in Ampoules for intracutaneous injection.

Literature from: **COATES & COOPER LIMITED**
Sole Concessionnaires for the U.K. and Dominions,
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LIGHTEST—MEDIUM—DENSE.
And All Other Grades To Suit Every Purpose.
Prepared Chalk B.P. and Powdered Talc.

'Phone : Mansion House 7300. Tel. Add. : "Levermore, Phone, London."
A. LEVERMORE & CO. LTD. ABC Codes,
110 CANNON STREET, LONDON, E.C.4. 6th Edition

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There are many worrying difficulties to be overcome in connection with the Registration of Trade Marks and the grant of Letters Patent which members of the Retail and Wholesale Drug Trade can avoid by consulting efficient agents who would undertake all the trouble for an inclusive fee and obtain protection in the United Kingdom and abroad. Advice in the first instance free.

PROTECTED AT HOME AND ABROAD
BOOKLETS GRATIS

REGINALD W. BARKER & Co.

56 LUDGATE HILL, LONDON, E.C.4

Telephone : City 5140.

Stock DESOL—It's Profitable!

YOU are being asked for DESOL
DESOL removes adhesive plasters and dressings, painlessly and cleanly

9d. Bottles in Cartons 6/- PER DOZEN
1/3 Bottles in Cartons 10/- PER DOZEN

Order from your wholesaler—he stocks it! Or direct from the sole manufacturers:

PLASTERGON CHEMICAL CO., 116 ALBION ST., LEEDS, 1



CACHETS "FINOT"

(White or Coloured)

With inscriptions in any desired tint:
also Plain or Embossed.

"A distinction all their own."—C. & D.

"Perfection of Cachets."—Lancet.

These Cachets are especially adapted for Headache, Neuralgia and other powders.

COOPER SON & CO. LTD., 80 Gloucester Road, SOUTH KENSINGTON
In 17 sizes to fit the various types of Cachet Machines.

TRIBASIC PHOSPHATE of SODA

FREE RUNNING WHITE POWDER

Price and sample on application to :

PERRY & HOPE LIMITED

NITSHILL - - GLASGOW

PHARMACEUTICAL CHEMICALS ALKALOIDS, ESSENTIAL OILS

TURTLE OIL EXPRESSED

OLD STRAND CHEMICAL AND DRUG CO. LTD.

PHONE : HOL. 6093 AUDREY HOUSE : ELY PLACE : LONDON : E.C.1

Are you stocking

YESTAMIN?

Dried Yeast in its most concentrated and most convenient form—powder and tablets. Generous terms and good discounts. **Write today to :**
The YESTAMIN CO. (The English Grains Co. Ltd.) Shobnall Rd. Burton-on-Trent

HIGHLY PROFITABLE

Is "Plastrodine" prominently displayed on your counter? If not you are missing the business which constant advertising to the public is creating. "Plastrodine" is the modern form of Iodine. On attractive display cards from your wholesaler.



Made by : **DUKE PHARMACEUTICAL CO., Duke St., Liverpool**

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New and second-hand books on every subject. Stock of nearly three million volumes. Catalogues free on mentioning interests.

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THE Wholesale Tobacconists

Depots: BIRMINGHAM, LEEDS, LIVERPOOL, SHREWSBURY, WALSALL, WOLVERHAMPTON

The Most Comprehensive Stocks in the Trade

RECOGNISED OPTICAL QUALIFICATION

The next examination for the Fellowship Examination of the National Association of Opticians will be held at St. George's Hall, Liverpool, on Jan. 17th, 18th, & 19th, 1939

Last date of entry December 19th

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SECRETARY, N.A.O., 130 Princes Rd., Liverpool, 8

BLYTON, ASTLEY & CO. LTD.

Eagle Laboratories, Lr. Broughton, Manchester,
FOR

LOZENGES, PASTILLES, "MENTHELLS,"
and Quick-Selling SPECIALITIES.

PERSONAL RECOMMENDATION HAS MADE THIS LINE!

Are you
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AURUM AMBROSIMUM

FOR ALL FORMS OF RHEUMATISM

Not just another rheumatism 'cure' but an entirely different idea in treatment that has brought forth thousands of spontaneous letters of thanks. Profitable—a steady repeater—cannot deteriorate in stock—a line you ought to stock.

AURUM AMBROSIMUM LTD., 98 Church St., BLACKPOOL Tel: 1908

TABLETS, PILLS, LOZENGES

We are manufacturers for the Wholesale Trade.

If you buy large or regular quantities, please write for quotations.

BROOK, PARKER & Co. Ltd., BRADFORD

W.B. DICK & CO. LTD



By appointment to the
late King George V.

PARAFFINUM LIQUIDUM B.P.
ALL SPECIFIC GRAVITIES GUARANTEED TO REMAIN BRIGHT AT 0°C

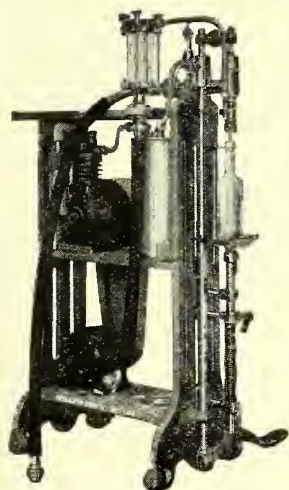
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Telephone - Sloane 3461 (7 lines)
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GLASGOW, LIVERPOOL, NEWCASTLE,
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ROBERTS' PATENT "LEO" VACUUM FILLER



for Glass, Stone,
and Tin Bottles.
Fills all sizes from
drachm to quart—
long, short or
sprinkler neck.

Clean and Rapid
No Over Filling
Broken Bottles
Rejected
Easy to Clean
Self Rinsing

WRITE FOR
PARTICULARS

Roberts' Patent Filling Machine
Company Limited

33 Roundcroft Street, Bolton, Lancashire

Makers of every description of Bottle Filling and Shallow
Jar and Tin Filling Machine for the Chemists' use

ALL RIGHTS RESERVED

JACKSON-CROCKATT PATENT

PACKING MACHINES

FOR ALL POWDER MATERIALS
Various types for Powders and Plastics



"JUNIOR 45" PACKING MACHINE
with washable stainless steel hopper.
Quickly dismantled for cleaning.

For Packing—To uniform density, Face Powder,
Toilet Powder, Maclean's Powder, Magnesia,
Curry Powder, etc.

Self-Contained Motor Drive

J. G. JACKSON & CROCKATT Ltd.

Engineers, DARNLEY STREET, GLASGOW, S.1

EVERY YEAR MARKS AN 'ASPRO' ADVANCE

'ASPRO' owes its progress to constant activity and enterprise. The public are persistently reminded of its increased uses and service. In this way 'ASPRO' serves YOU. Give 'ASPRO' a continuous and prominent window display—you get a vast amount of extra sales. There's no surer way of attracting new customers than by the straightforward reminder in your windows that you sell a medicine nearly everyone is wanting. This winter the 'ASPRO' campaign is being intensified everywhere—large spaces are to be taken throughout the Press—thorough broadsheeting will be carried out over wide areas. At the moment the sales are making records—'ASPRO' has firmly established itself as the national protector against colds and 'flu. 'ASPRO' HAS IN FACT, EASILY THE LARGEST SALE OF ANY MEDICINAL LINE IN GREAT BRITAIN. This means that out in the street there are more customers for 'ASPRO' tablets than ANY OTHER LINE YOU SELL. And customers don't come in to buy one article at a time. Therefore, why risk their going elsewhere?—Bring them in with a big 'ASPRO' display. Remember it's free for the asking.

'ASPRO' is
Known & used
all over the world
as the **GREAT
BRITISH MEDICINE!**

The wonderful home support given 'ASPRO' enables it to establish itself in foreign markets—to create a demand for British products where none before existed.

THESE DISPLAYS

will link you up with the vast 'ASPRO'-buying public.



EVERY YEAR 'ASPRO' DISPLAYS MAKE BIGGER SALES

BONUS for DISPLAYS!

BONUS ON 5's & 10's ...	One gross order ...	Bonus 1 dozen packets
	Half gross order ...	Bonus ½ dozen packets
Half gross of either size is the minimum order accepted for bonus purposes.		
BONUS ON 27's ...	One gross order ...	Bonus 2 dozen packets
	Half gross order ...	Bonus 1 dozen packets
	Quarter gross order...	Bonus ½ dozen packets

Quarter gross is the minimum quantity. NO BONUS ON 60's.

BONUS CONDITIONS.—The only conditions made are that the Chemist who buys on these terms undertakes to show 'ASPRO' advertising matter in his shop window for 14 days and sell at advertised prices. Acceptance of Bonus is considered acceptance of conditions regarding display and selling prices.

'ASPRO' consists of the purest Acetylsalicylic Acid that has ever been known to Medical Science, and its claims are based on its superiority.

Made in England by
ASPRO LIMITED
SLOUGH, BUCKS.

Telephone: Slough 608

No proprietary right is claimed in the method of manufacture or the formula.



The CHEMIST AND DRUGGIST SUPPLEMENT

This Supplement is inserted in every copy of The Chemist & Druggist

28 ESSEX STREET, LONDON, W.C.2

OCTOBER 8, 1938

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All advertisements in this Supplement must be prepaid

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6/- for 36 words or less, 1d. for every additional word.

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BOX OFFICE NUMBER 1/- EXTRA

Advertisements for this Supplement can be accepted up to **FIRST POST THURSDAY MORNING** of week of issue. Advertisements received later will be inserted the following week.

THE CHEMIST & DRUGGIST, 28 Essex St., Strand, London, W.C.2 Tele: Central 6565 (10 lines) 'Grams: "Chemicus," Estrand, London

ORRIDGE & CO.

56 LUDGATE HILL, E.C.4

ESTABLISHED 1846

Telephone Nos.: CITY 2283 & 7477

May be CONSULTED at their Offices on MATTERS of SALE, PURCHASE & VALUATION

We make no charge to purchasers, and invite intending buyers to communicate with us, stating their requirements

1.—**NORWOOD**.—Old-established Cash Retail Business; takings last year £1,260; net profit £350; good living accommodation; excellent stock and fixtures; inclusive purchase price required £775; management with view to succession considered; £50 down.

2.—**ACTON**.—Family Retail Business for sale; increasing turnover, last year £1,300; net profit £350 approximately; rent, after sublet, only £10 per annum; rates £31; long lease; inclusive purchase price £650, or near offer; vendor bought another business.

3.—**CRICKLEWOOD**.—Good-class Business run under management; takings exceed £2,500 per annum; reasonable inclusive rental; modern flat over; attractive Pharmacy; inclusive purchase price about £1,500; valuation terms considered.

4.—**LONDON, N.W.**—Main-road Good-class Cash Retail Business; valuable Agencies; turnover about £40 per week under management; rent of shop about £100 per annum; good, clean, saleable stock; attractive fixtures; vendor would probably accept about £100 for the goodwill plus the stock and fixtures at valuation, in all about £900-£1,000; a small sum down will be accepted and the remainder over a period.

5.—**SOUTH-EAST LONDON**.—General Retail Business with Kodak and Rexall agencies; returns £1,450; net profit over £300; conducted under management; stock and fixtures estimated to be worth £600; price £650 all at.

6.—**FULHAM**.—General Cash Retail Business; in present hands 10 years; takings approximately £1,000 per annum; net profit £288; sublets practically cover rental; inclusive purchase price asked £600.

7.—**BARNES**.—Cash Retail Business in main road position; turnover this year will be about £1,100; net profit £250; modern double-fronted lock-up shop; rent £85 per annum; sublet 37s. per week; long lease; terms £100 plus valuation of stock and fittings, about £600 in all.

8.—**NORTH LONDON**.—Good Middle-class Business; takings about £1,200 this year; net profit £300; inclusive purchase price £300.

9.—**BRIXTON**.—For immediate disposal—Middle-class Business; turnover nearly £1,500 per annum; stock worth £500; inclusive purchase price at 0 it £900; very good living accommodation.

10.—**HIGHBURY (NEAR)**.—General Retail Business with excellent Panel; established 1870; turnover last year £1,619; net profit approaches £400 per annum; certified figures; heavy stock; excellent living accommodation; rent only £70 per annum; vendor buying another business, would accept valuation terms; total price about £750.

11.—**SILVERTOWN**.—General Retail Business; increasing turnover, last year £1,250; net profit £350; comfortable living accommodation; inclusive purchase price £750 or near offer; partnership entertained.

12.—**CANNING TOWN (NEAR)**.—Cash Drug Store showing a net profit of approximately £300 per annum; proper books kept; rent of shop only £21 per annum; attractive fixtures and good, clean, saleable stock; sacrifice price £400; excellent opportunity for young qualified pharmacist.

13.—**LEYTONSTONE**.—Middle-class Business in main road; takings last year £2,344; beautifully-fitted pharmacy; modern living accommodation; offers invited; genuine reason for sale; price for goodwill and valuable lease about £200; stock and fixtures at valuation; stock about £700.

14.—**HARROW (NEAR)**.—Middle-class Business for sale owing to ill-health; increasing turnover, present rate £30 per week; inclusive purchase price required £500.

15.—**FOREST HILL (DEATH VACANCY)**.—Cash Retail Business for immediate disposal; turnover over £1,300 per annum; scope; leasehold premises also for sale; ground rent £10 per annum; lease 36 years unexpired; stock and fixtures worth about £375; inclusive purchase price of business and property £950, or offer; a lease might be granted; offers invited.

16.—**UPMINSTER**.—General Retail Business with Optical connexion; turnover about £2,000 per annum; new lease at reasonable rental; stock worth £800, fixtures and fittings about £400; inclusive purchase price required £1,250, or near offer; Vendor leaving Retail Pharmacy.

17.—**AYLESBURY**.—General Retail Business with Kodak Agency; returns about £800, have been £1,200; double-fronted shop; stock and fittings estimated to be worth £350; small house and garden; 13 years' lease, option to purchase property; about £400 will be accepted.

18.—**WESTERN COUNTY**.—Good-class Family Business; very old established; returns over £4,000 per annum; main road position; good house; price about £2,000, or valuation terms entertained.

19.—**GLOUCESTERSHIRE**.—Country Retail Business; very nice house and garden; low rental; net profit over £300 per annum; inclusive purchase price £775; quick sale desired.

20.—**PLYMOUTH**.—Old-established Good-class Family Retail Business; returns exceed £1,300; good profits; large shop; well stocked; new lease will be granted; price £650.

21.—**HASTINGS**.—General Retail Business; increasing turnover; net profit exceeds £400 per annum; nice living accommodation; heavy stock; minimum purchase price £1,000; increasing turnover.

22.—**BIRMINGHAM**.—Family Retail Business; established 12 years; takings last year £1,165; net profit £315; nice house; low rental; inclusive purchase price £650.

23.—**GRAVESEND**.—Ill-health necessitates the early sale of a General Retail Business with an increasing turnover; takings this year £1,750; stock £600-£700; fixtures £175; modern living accommodation; new lease; inclusive purchase price £1,000, or near offer.

24.—**WESTCLIFF-ON-SEA**.—Very old-established Business for disposal at present under lady management; takings exceed £1,500 per annum; rent only £110 per annum; stock and fixtures worth between £600 and £700; small premium of about £50 required for the goodwill, plus the stock and fixtures at valuation.

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(C3) **HIGHBURY (NEAR).**—Prominently situated Pharmacy established over 80 years and in present hands for past 33 years; turnover for last financial year, £1,307; net profit as per income tax return, £328; abundant scope for increase, as present owner, who is retiring, has not expanded on up-to-date lines; price all-at £750.

(C4) **LIVERPOOL.**—City business with steadily increasing turnover; returns for 1937, £2,510; this year is expected to reach £3,000; very reasonable net rental; excellent position, near to leading multiples; price £1,250, including stock £600; valuation terms if preferred; part can remain.

(C5) **CLAPHAM (NEAR).**—Attractive well fitted Pharmacy, with genuine scope for increase; turnover upwards of £1,500 per annum; gross profit about 35 per cent.; living accommodation, which has recently been redecorated, price £850, including stock (£450-£500), and fixtures (about £200); reasonable offer considered.

(C6) **BOURNEMOUTH.**—Attractive modern Pharmacy occupying main-road position, must be sold forthwith, and owner will accept the sacrifice figure of £550 all-at for a quick transaction, which is necessary owing to death circumstances; excellent living accommodation; turnover upwards of £1,300 per annum, with scope for considerable expansion; stock estimated at £350 and the fixtures, when new, cost nearly £500; full particulars upon application.

(C7) **HARROGATE.**—Lock-up Pharmacy, established about 30 years, for sale owing to family circumstances; turnover approximately £1,300 per annum; rent £50; rates £20; stock estimated at over £400, and for a quick sale an all-in figure of £500 will be accepted.

(C8) **CARDIFF.**—Family business, situated in populous residential suburb; turnover at present averages approximately £1,100 per annum, but there should be scope for substantial increase over these figures; good living accommodation; stock and fixtures estimated at £480-£500; price all-at £630.

(C9) **HAMMERSMITH (NEAR).**—Middle-class cash business, old-established; increasing turnover, which for the last financial year amounted to £1,750; exceptionally low rental; living accommodation; price all-at £1,170, which includes a very valuable lease.

(C10) **KENT (NEAR TO LONDON).**—Branch business with excellent scope and opportunities under personal proprietorship; turnover for last financial year, £1,526; good living accommodation; price all-at £870, including stocks and fixtures estimated at £570.

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(C12) **STOKE NEWINGTON.**—Turnover, under management, approximately £1,600 per annum; good N.H.I., rapidly increasing; modern fitted shop, with living accommodation above; price £900, or nearest reasonable offer; part might remain.

(C13) **BRIGHTON.**—Old-established family business with living accommodation; turnover approximately £1,200 per annum; rent £90; no opposition; price £800, but offers considered, as a quick sale is desired.

(C14) **STREATHAM (NEAR).**—Branch business, with no immediate opposition, situated in populous good-class area; turnover for 1937-38 £1,650; rent £100; excellent scope with personal attention; stock and fixtures estimated at £825; price £950 all-at; valuation terms if preferred.

(C15) **SUSSEX (COUNTRY MARKET TOWN).**—Good profit-earning business with genuine scope for increase; turnover for last financial year £2,575; gross profit £973; lock-up shop, occupying corner position; rent £65 inclusive; price all-at £1,700, or very near offer.

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HENRY L. BOOT,

October 12, 1938. *Superintendent and Secretary.*

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LONDON, E.—Qualified Assistant, one used to middle-class trade preferred. Give full particulars of experience, names or references, when disengaged, age and salary required. Apply (letter only), Chemist, 115A Stoke Newington Road, London, N.16.

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GOOD prospects for Young Unqualified Assistant, lady or gentleman; light Retail mixed business. State experience, age, salary required, with photo (returned). 58/42, Office of this Paper.

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LADY Dispenser, Book-keeper, Hall, experienced, desires post with Doctor, whole or part-time. Statim, Highfields, Horsham Road, Cranleigh, Surrey.

LADY Dispenser-Book-keeper, Hall, requires position; experienced; good testimonials; First-aid certificates. D. Stead, 12 Grange Avenue, Bradford.

LADY, Qualified, young, good all-round experience Counter and Dispensing, desires post, London or Surrey. 20 Rushworth Road, Reigate, Surrey.

LONDON.—Qualified Lady Assistant (34); experienced Dispensing and Counter; Hospital and Retail; West End or good-class suburb. 58/43, Office of this Paper.

MANAGING Assistant (Unqualified); long experience Home Counties or South of England; undeniable references; good Salesman; small salary for comfortable berth; energetic worker; married. 58/36, Office of this Paper.

MANAGER or Locum (38), many years' best all-round experience since qualifying; London or Home Counties. 58/35, Office of this Paper.

M.P.S., F.B.O.A. (38), tall; married; wide experience; capable; trustworthy; business builder; knowledge of Surgical and Manufacturing; S.W. England preferred. "Arthur", 69 Gondar Gardens, N.W.6.

M.P.S.—Lady desires permanency; disengaged; Cheshire, N. Wales or Liverpool preferred. 58/1, Office of this Paper.

M.P.S. (24) desires permanency; good experience Counter and Dispensing; London preferred. Chemist, 41 Lingwood Road, Upper Clapton, E.5.

M.P.S. (23), requires situation in London; £4 5s. per week; Dispensing, Counter, Photography (D. & P. if required). P.C.B. 296/12, Office of this Paper.

NEW ZEALAND.—Chemist, fully qualified, requires position in city pharmacy or allied trade; last position Manager in tourist centre; good Salesman, with knowledge and appearance. Bramley, c/o New Zealand House, Strand, W.C.2.

PART-TIME, or all night duty; Qualified; excellent West End experience, all branches; highest references. 58/2, Office of this Paper.

PART-TIME situation required, London or Suburbs; Qualified (age 34); evening or night work; West End experience. 58/47, Office of this Paper.

PART-TIME work required by young lady, Revising Part II.; day or evenings possible; free now. "D.", 43 Studdridge Street, S.W.6.

PHARMACIST (lady) fully experienced in Dispensing, Counter work, Toilets, Photographic, desires post; free now. 58/45, Office of this Paper.

QUALIFIED (23), desires permanency; East Coast and London experience; excellent references. Munt, 58 Central Avenue, Hounslow, Middlesex.

QUALIFIED (27), Manager or Assistant; tall and smart appearance; used to middle-class trade, quick Counter and Dispensing. Raife, 16 Cable Street, London, E.1.

QUALIFIED (23) requires Managership or progressive post; 7 years' all-round experience; well recommended; available immediately. 41 Leopold Street, Leeds, 7, or 'phone Leeds 21266.

QUALIFIED (34), single; 8 years' managing; all-round experience; excellent references; desires change London or suburbs; permanency. 58/29, Office of this Paper.

QUALIFIED, 9 years' retail experience, seeks post as Manager in progressive firm; experienced high-class Pharmacy, Photographics, Toilets and Display work; keen Buyer and Organiser; tall, good appearance and address; popular with customers; free one month from appointment, but prepared to wait longer if necessary; interview arranged. 58/31, Office of this Paper.

QUALIFIED 2 years (24); excellent references; London and provincial experience; Dispensing, Photography, Toilet; Worthing-Portsmouth Coast or near. Hopper, 26 Bertram Road, N.W.4.

UNQUALIFIED (age 40); Harrogate and London experience; last situation 6 years. Gibbs, 254A Camden Road, N.W.1.

NAMES AND ADDRESSES

When sending advertisements for any of the columns of this Supplement, advertisers—as a guarantee of good faith and not necessarily for publication—should always give their names and addresses. It sometimes occurs that this rule is not adhered to and delay and disappointment ensue. Strict attention to this detail will be appreciated.

UNQUALIFIED Lady desires post with Doctor or Chemist in London; 11 years' experience; willing to give fortnight's trial; active, reliable; good references. Davidson, 5 Quernmore Road, Stroud Green, N.4.

UNQUALIFIED Lady (28), good all-round Counter, Windows; good Sales; adaptable; West London preferred. 58/21, Office of this Paper.

UNQUALIFIED (30), single, height 5 ft. 11 in., exemplary character, first-class Salesman, seeks permanency; wide experience, Pharmacy, Photographic, Surgical Fitting, Counter, Window-dressing. 58/30, Office of this Paper.

UNQUALIFIED (28), 12 years' good-class Dispensing, Counter experience; desires post, London or Home Counties. Acetic, 6 Oakleigh Avenue, Burnt Oak, Edgware.

YOUNG Lady, Ph.C., seeks situation as Assistant Dispenser in Hospital or Shop; London or S.E. England. 58/38, Office of this Paper.

LOCUMS SEEKING ENGAGEMENTS

BIRMINGHAM.—Lady Assistant, Unqualified, requires post Locum or permanency; experienced Dispenser; part-time considered. 58/37, Office of this Paper.

LOCUM or permanent; free October 10; fully experienced; middle-aged; Leeds or Bradford districts preferred; Qualified. F. B. di Menna, 44 Fagley Road, Bradford. Phone, Bradford 7678.

LOCUM, part-time, or Surgeon's Dispenser; thoroughly capable, with highest references; Unqualified; distance immaterial. A., 10 Osborne Grove, N.4.

LOCUM, Qualified, Registered N.P.U., disengaged October 11; experienced; any distance. Phone Forest Hill 2323. Wood, 33 Union Road, Croydon.

QUALIFIED Lady requires short Locum or permanency; free October 15. 58/48, Office of this Paper.

WHOLESALE

IRELAND.—Young Qualified Irish Chemist, University trained, wishes to represent English Firm or Medical Propaganda work; excellent knowledge Therapeutics, Sera, etc.; gentlemanly appearance; well connected with Chemists and Doctors. 334/227, Office of this Paper.

A.A.A.—Unqualified Chemist, with 13 years' Retail experience, wishes to represent Drug or Toilet house (age 28); own car; free to interview Wednesday or Thursday afternoons. 57/7, Office of this Paper.

ADVERTISER (37) seeks post as Sales Promoter; Chemists, Stores and, small traders experience; Derby, Notts, Yorks and North. 56/4, Office of this Paper.

ADVERTISER (34), with sound office experience, invoicing, pricing, costing, correspondence, price lists, etc., staff control, is open to any responsible position in London or South; good references. 58/9, Office of this Paper.

AMBITIOUS young Pharmacist now in Retail requires post with Manufacturer; willing to commence at moderate salary, where prospects and chance of success are offered; car owner; excellent references; interview by arrangement. Chandler, 49 Gurney Road, Shirley, Southampton.

PRICE LISTS, TRADE CIRCULARS, SAMPLES, AND PRINTED MATTER

can in no case be forwarded, the Box numbers being intended exclusively for specific answers to particular advertisements. The Publisher reserves the right to open and refuse to forward any communications received which he may consider contrary to this rule.

CLEAR OUT—your Old or Damaged Stock of Photo Goods.

Why keep them any longer? Turn them into CASH. I GIVE BEST PRICES for Old Films (damaged, fogged or expired dates); Packet Papers. Cards (any sizes). Old Photo Goods or Cameras. Bromide Papers. Plates (all sizes, all makes). Send any goods in the photoline. I buy all, good or bad. Cash per return. A good price for all Cameras. Send them along.

S. E. HACKETT, 23 July Road, Liverpool

CAPABLE Qualified Gentleman (32), offers services; some travelling experience; personality, appearance, administrative ability; now in retail; resident London. 58/54, Office of this Paper.

PHARMACIST; car owner; well known; shortly commencing business Sales Agent for Pharmaceutical Products in South Wales, is open to receive commissions from reputable firms only. Reply to 58/14, Office of this Paper.

PHARMACIST would represent good provincial house in London; commission basis if worth while. 335/246, Office of this Paper.

PH.C. (26), experience Hospitals, medium-scale Manufacture, requires situation, Laboratory, Works, Medical Propaganda. Radford, "Uplands," Stonehill, Hanham, Bristol.

REGISTERED Pharmacist (23), with Inter. Science; 6 years' Retail and teaching experience; desires position in manufacturing laboratory, London preferred; very keen; good references. 20 Ashridge Way, Morden.

REPRESENTATIVE, with connexion, in Wales and West of England, own car; first-class references; real selling ability. 58/24, Office of this Paper.

TABLET-MAKER, thorough knowledge of trade; long experience; conscientious worker, capable of taking charge; references; knowledge Pill-making. 58/33, Office of this Paper.

FOR SALE

6s. for 36 words or less; 1d. for every additional word, prepaid. (Box No., 1s. extra.)

NATIONAL Cash Register, A1 condition; mahogany finish; suit quick trade; cheap. Write, W. Dobson, 36 Foss Road, S.W.17.

THE SUPPLY OF SUPPLEMENTS

On receipt of addressed Post Office Wrappers (not more than six at a time) stamped 1d. the Chemist and Druggist Supplement will be forwarded without cost.

LOOSE STAMPS WILL NOT BE ACCEPTED

If wrappers bear a halfpenny stamp only, Postal delivery may be delayed.

MISCELLANEOUS

10s. for 60 words or less ; 1s. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

BOOKS, PHARMACEUTICAL, OPTICAL, MEDICAL, any current edition, supplied by return; second-hand copies sometimes available; books purchased—please submit lists before forwarding; new books on loan library terms for students—give guarantee of definite return after period of use. Orders value £2 carriage paid in Great Britain. Advise requirements for prompt quotation. GOWER, 190 Clapham Road, S.W.9. Phone: REL. 3728.

FOR disposal, 100 dozen Clinical Thermometers, $\frac{1}{2}$ min. magnifying lens, at 6s. per dozen, delivered free in six-dozen lots; also several gross of Viscose Bottle Caps in all sizes and colours (samples sent on request) from Bargains Unlimited, 278 Dalston Lane, Hackney, London, E.8.

FOR SALE.—Gardner's Sifter and Mixer, with brushes. 334/241, Office of this Paper.

IDEAL CHEMIST SHOP FIXTURES and Fittings, New, Second-hand and Shop-soiled, to be selected from our varied stock, at advantageous prices. Carboys, Shop Rounds, Cash Registers, Tills, Scales, Dispensing and Personal Weighing Machines. Courteous attention will be afforded any inquiry, large or small. Your inspection is cordially invited. Send your requirements to RUDDUCK & CO., 219 Old Street, London, E.C.1.

LICENCE to be given to manufacturing chemists with first-class Sales organisation, who want to take up a pharmaceutical Skin Preparation, to be sold on the Continent with astonishing success. British Patent 484,217. Sells on sight; splendid possibilities; conditions fair; well-established firms only apply to 335/247, Office of this Paper.

PARIS—A NEW BUSINESS IDEA

If you need a smart and central office while in Paris for a day or a year.
If you have secretarial work to be carried out,
If you want to have your own permanent business address on the Continent,
Apply to **CENTRAL OFFICES**, 18-20 Place de la Madeleine, Paris. Tel.: Opera 50.74.

SECONDHAND FITTINGS.—Complete set of mahogany fittings including Shop Rounds, Mortars and Carboys. All at one quarter to-day's price. Can be seen at, or full particulars from PHILIP JOSEPHS & SONS, LTD., 90/92 St. John Street, Clerkenwell, E.C.1. Phone: Clerkenwell 4111/2. "Pharmacy Fitters for over a Century."

SALE! NATIONAL CASH REGISTERS. Over 100 must be sold. Regardless of Cost, from £10. Genuine bargain clearance; any reasonable offer accepted. **AMALGAMATED BUSINESS MACHINES, LTD.**, 78 LONG LANE, SMITHFIELD, E.C.1. Phone: NATIONAL 0674. Easy Terms, Exchanges, Repairs, Overhauls, etc. (Estimates free.)

SHOPFITTINGS.—H Mills & Sons, Ltd., Pioneer Chemists' Shop-fitters, have a large stock of high-class secondhand Shop-fittings for disposal; shops fitted complete from £50. 163/5 Old Street, London, E.C.1. Clerkenwell 5502.

WANTED for Cash, Chemist Stocks and Surplus Goods of every description; also Manufacturers' Discontinued and Clearing Lines. Send us what you have; Cash wired on receiving same. Also Samples of Clearing Lines. We are Buyers. Bargains Unlimited, 278 Dalston Lane, Hackney, E.8.

C9—COMPLETE CHEMIST FITTINGS at any price you wish to pay. We have erected in our Showrooms a Complete Chemist's Shop with Metal Shop Front, Window Backs, Correct Window Lighting, Signs and Modern Interior Fittings. Apply for Lists. **D. MATTHEWS & SON, LTD.**, "The Liverpool Shop Fitters," 14 and 16 Manchester Street, Liverpool. Est. 1848.

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Card "A" must be exhibited when open on Sundays and

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**THIS SHOP IS OPEN ON SUNDAY
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MEDICINES & MEDICAL AND
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FROM**

Depth
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Width
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CARD "A"

Card "B" for other days in the week.

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**THIS SHOP IS CLOSED
FOR TO-DAY EXCEPT
FOR THE SALE OF MEDICINES
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CARD "B"

The various enactments affecting the Drug Trade are detailed on the reverse side of the Cards.

The Cards are printed on stout board, 14" x 11", and are corded for hanging purposes.

Price **1/-** each
2 for 1/9 4 for 3/6

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....." " " (B)
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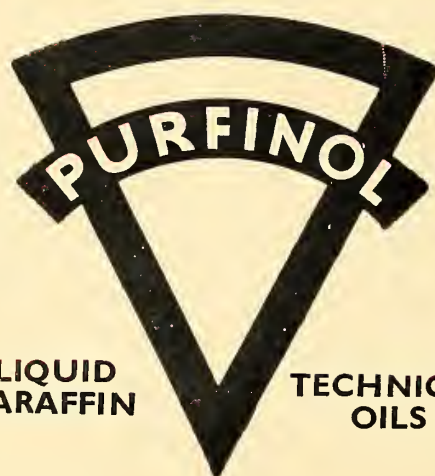
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